A U.S. DEPARTMENT OF COMMERCE WEEKLY

International Commerce

November 15, 1965

U.S. mission to Poland, Rumania sees avid interest in U.S. methods, trade prospects

U.S. industrialists view East Europe's plants

Business Bulletins *from around the world*

AUSTRALIA—American Metal Climax, Inc., acquires 53% interest in Wormald Bros. Aluminum Co., division of Wormald Bros. Industries, Ltd., Merrylands, New South Wales. New firm to be called Kawneer Co., Pty., Ltd., anticipates increasing share of country's architectural aluminum market through introduction of new products, production techniques, stepped-up marketing activities.

BOLIVIA—Government promulgates new investment code, which established Institute for the Promotion of Investment (INPIBOL), to be composed of four government representatives and four representatives from private sector. New investment law provides for three separate categories of investment: enterprises employing minimum of 61% of materials produced in country, those employing between 31 and 60% of national materials, and those employing less than 30%. Varying tax concessions to be based upon category in which an enterprise falls. Enterprises registered under law will enjoy complete customs exemption, under certification from INPIBOL, for machinery and vehicles necessary for operations.

FRANCE—Grapefruit juice and lemon juice imports are increasing rapidly, and U.S. share is multiplying. The 6500 tons of grapefruit juice imported in first half of 1965 was nearly double figure for first half of 1964, while U.S. share of nearly 2900 tons was four times that of January-June 1964 amount. In same periods, lemon juice imports increased from 261 tons to 326 tons, while U.S. share jumped from 8 tons to 61 tons.

Movie-theaters attracted 274 million spectators in 1964, 5.5% below 1963.

GERMANY — Artos Dr.-Ing. Meier-Windhorst KG of Hamburg, leading manufacturer of textile finishing machinery, announces plans to construct plant in Charlotte, N.C. Artos machinery is currently produced at company factories in Germany and Spain and by licensees in Yugoslavia and India. 80% of company's annual production, nearly $15 million in 1964, is for export trade. Firm specializes in drying, dying, other textile-processing machinery.

Pan-American Airways to supply new nonstop morning freighter service three times a week from New York to Frankfurt. Stepped up service to follow 45% increase in scheduled cargo ton-miles flown over North Atlantic by Pan Am during first nine months of 1965, compared with same period last year. New services will bring to 22 number of weekly jet freighter flights operated by Pan Am between U.S. and Europe.

GUATEMALA—Bank of California purchases minority position in one of Country's nine private banks, Banco de Comercio e Industria. This is first investment for Bank of California here.

IRAQ—Amara Sugar Cane Project to receive number of motorized Caterpillar Model 619 scraper units and D-8 tractor dozers with extra-heavy duty agricultural rear end equipment. This is first heavy duty agricultural equipment to be used in country. Caterpillar also to deliver substantial number of Model 619 motorized scrapers, D-8 tractor-dozers with various attachments to Sayid Abdul Husain Burhan al-Mousawi, contractor for North Baghdad Bund project.

Arab Contractors (Osman Ahmed Osman & Co.) order U.S. earth-moving equipment valued at approximately $2.7 million for use on Kirkuk Feeder Canal. Equipment includes "Michigan" scrapers (12 units), tractor-dozers (12 units), and tractor manufactured by Clark Equipment Co. of Benton Harbor, Mich.; two truck-crane excavators, two scoopers, two mobile greasing plants from Koehring Corp. of Milwaukee; and pneumatic 56-ton capacity roller produced by Tampo Manufacturing Co. of San Antonio, Texas. All machines to be equipped with General Motors diesel engines.

ITALY—Balance of payments surplus for first eight months of 1965 grew to $1,127 million, sharp increase over $101 million surplus for corresponding period of 1964. Contributing to increased surplus was gain in tourism. Number of tourists visiting Italy in first seven months of 1965 was up 5.5% over same period of 1964. Foreign currency receipts from tourists amounted to $725 million in first eight months of 1965, up 31.7% over corresponding period of 1964.

Italian iron and steel output for first nine months of 1965 was 30% above first nine months of 1964. Pig iron production was up 57.6%.

MALAYSIA—External trade for first eight months of 1965 had favorable balance of $99.8 million, more than double that of previous year. During this period, exports totalled $668.2 million as compared to $580 million for first eight months of 1964. Imports during first eight months rose slightly, from $536.9 million in 1964 to $568.3 million in 1965. Increase in favorable trade balance was due mainly to substantial increase in exports of rubber, tin, manufactured goods, food, animal and vegetable oils.

NIGERIA—Conch Methane Services, Ltd., opens office in Lagos; proposes to establish plant for liquefaction of Nigerian natural gas for export. Plant to produce at rate of 100 million cubic feet of liquefied natural gas a day. Parent company, Conch International Methane, Ltd., owned 20% by Union Stockyard and Transit Co. of Chicago, 40% by Continental Oil Co. of U.S., and 40% by Royal Dutch/Shell group.

PHILIPPINES—Universal Foods Corp. of Milwaukee to participate in construction of yeast-producing plant in joint venture with General Milling Corp., flour and maize miller and animal feed producer headquartered in Cebu. U.S. firm will supply manufacturing, sales, management aid for new factory.

SWEDEN—Subsidiary of International Telephone and Telegraph Corp. is installing 4,000-line intercommunication system in Gothenberg. Loud-speaking intercom, provided by Standard Radio & Telefon, AB, to be used in new 1.9 million square foot manufacturing plant of Volvo, Swedish automobile firm. New intercom features push-button calling, paging, queuing and extraordinary flexibility for changes.

U.S. Department of Commerce

John T. Connor
Secretary

Alexander B. Trowbridge
Assistant Secretary for Domestic and International Business

Lawrence A. Fox
Director, Bureau of International Commerce

Clarence M. Zens
Managing Editor

Americo A. W. Favale
Director of Graphics

Annual subscription $16.00 ($5.00 additional for foreign mailing). Single copy 35 cents. Domestic subscribers desiring airmail service must submit $25.00 additional for postage. Make remittance payable to the Superintendent of Documents, and mail either to any Department Field Office or to the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C., 20402. Address changes should be sent to the Superintendent of Documents.

Address correspondence concerning editorial content to: The Editor, International Commerce, U.S. Department of Commerce, Washington, D.C. 20230.

Expressions herein from private sources are meant to stimulate thought toward the solution of problems confronting the international businessman and to provide constructive suggestions, but they are personal opinions. Contents of this publication are not copyrighted unless so indicated. Noncopyrighted materials may be reprinted freely. Mention of source will be appreciated. Use of funds for printing this publication approved by the Director of the Bureau of the Budget on May 24, 1961.

editorial change

Frederic S. Otis, who has been managing editor of INTERNATIONAL COMMERCE since June 1962, has been named director of the publications division of the Office of Publications and Information, Domestic and International Business. The new managing editor, Clarence M. Zens, has been in international trade promotion work in the Commerce Department since 1961, and has wide editorial experience in and out of government.

the cover

Trade Mission member James O. Ellison views Polish steel mill with director Kolomyjski. See pages 6-35 for what the mission found in Poland and Rumania.

International Commerce

Published by BUREAU OF INTERNATIONAL COMMERCE

November 15, 1965 — Volume 71, Number 46

Special Report

Poland, Rumania say they can use U.S. products

Pages 6-35

FEATURES

2 Koppers' march on world markets offers good example of how exporters can use Commerce Department facilities to bring in more sales

5 Trade centers useful to exporters for displays during intervals between regularly scheduled shows; Skil Corp. puts on successful training session

36 Central issues affecting international commerce to be spotlighted this week as more than 2,000 gather for 52nd annual NFTC convention

TRADE FAIRS AND CENTERS

39 Manufacturers of baking and printing equipment seeking receptive market abroad should go to Japan; trade center show scheduled in Tokyo

WORLDWIDE BUSINESS OUTLOOK

41 Prospects for American business in Italy more promising now than in the past two years; 1964 recession declared over but some weak spots remain

FOREIGN GOVERNMENT ACTIONS

45 Free List imports into Pakistan being resumed on restrictive basis, all subject to foreign exchange allocations; Nigeria to use new measurement system

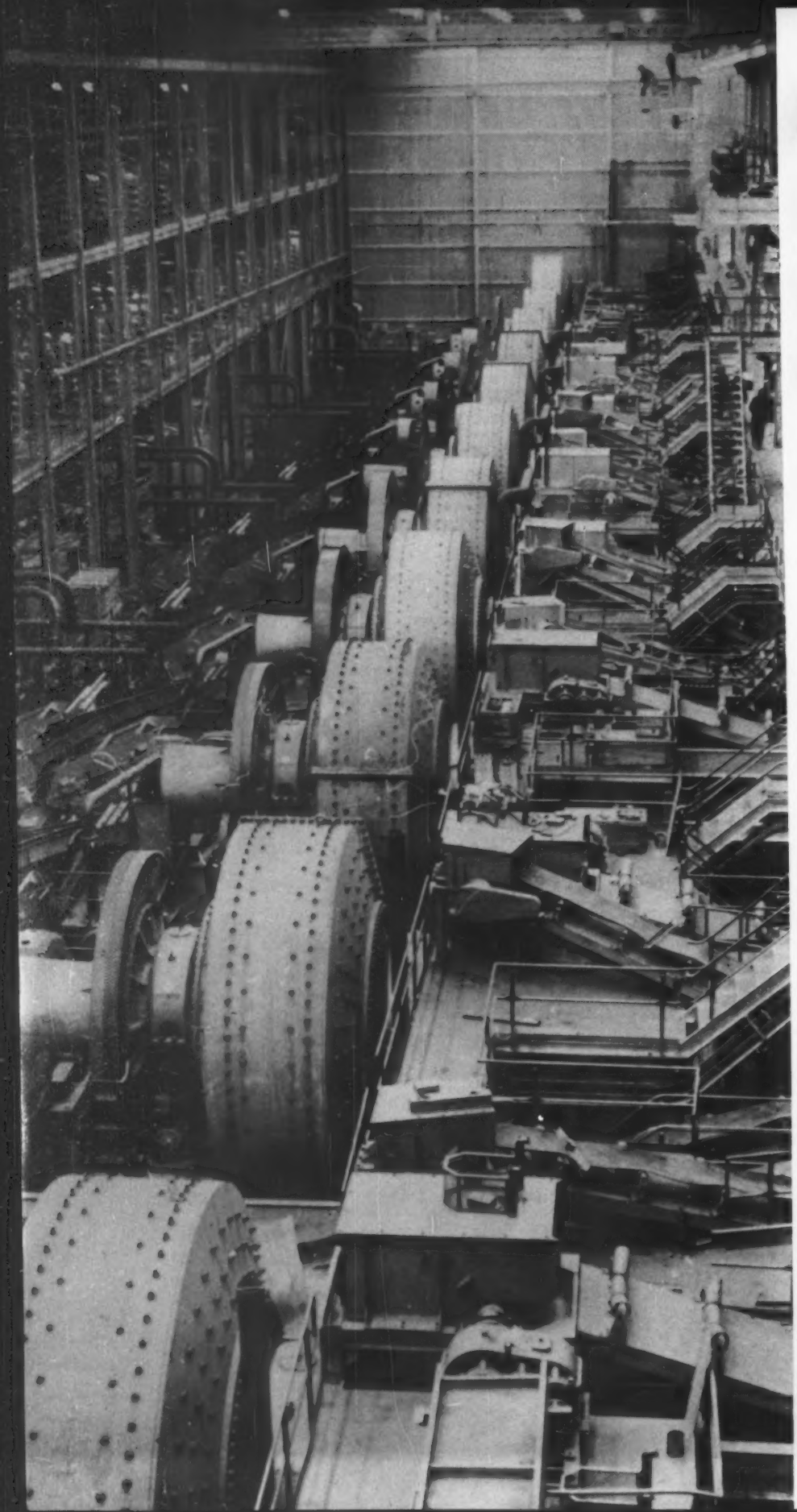
INVESTMENT OPPORTUNITIES

47 Joint ventures, licensing arrangements with U.S. firms sought by companies in Turkey, the Congo, New Zealand, Philippines, several other countries

WORLD TRADE OPPORTUNITIES

48 Several countries open projects
50 Leads for exporters
56 International representation
58 Leads for importers
58 Future construction
59 Significant awards
59 Visiting buyers and officials
59 New trade lists

New Books and Reports, page 60



Koppers ups its export tempo

Meshes expertise with Commerce's for more business

By JAMES ROURKE
Staff Writer

The march on world markets calls for a good sense of rhythm and a strong corporate beat.

It was important to marketing men at Koppers International Operations, Koppers Company, Inc., to make certain of both.

How Koppers went about it constitutes an example of a big U.S. firm using the facilities and services of the U.S. Department of Commerce to help build better international business.

Koppers is Pittsburgh-based, with an annual sales volume in 1964 of $334 million. It designs and builds steel mills and chemical plants around the world and provides a diversity of products for dozens of industries through numerous manufacturing divisions.

With 74 plants and more than 10,000 employees in the U.S., plus overseas business in 67 countries, Koppers holds a firm position internationally—not only as a supplier but also as an investment, marketing, engineering, construction and management company.

The evidence includes a multimillion-dollar agreement to build and give management assistance for the first integrated steel mill in the Philippines; in partnership with two other U.S. companies, the completion of a steel mill on the Black Sea coast of Turkey; and construction and operation of the first polyethylene plant in Argentina.

Even with this evidence of global suc-

A TYPICAL EXAMPLE of Koppers products abroad is this set of grinders at a 60,000-ton per day iron ore concentrator near Quebec. The machines were built by Hardinge Co., a Koppers subsidiary.

Commerce can help

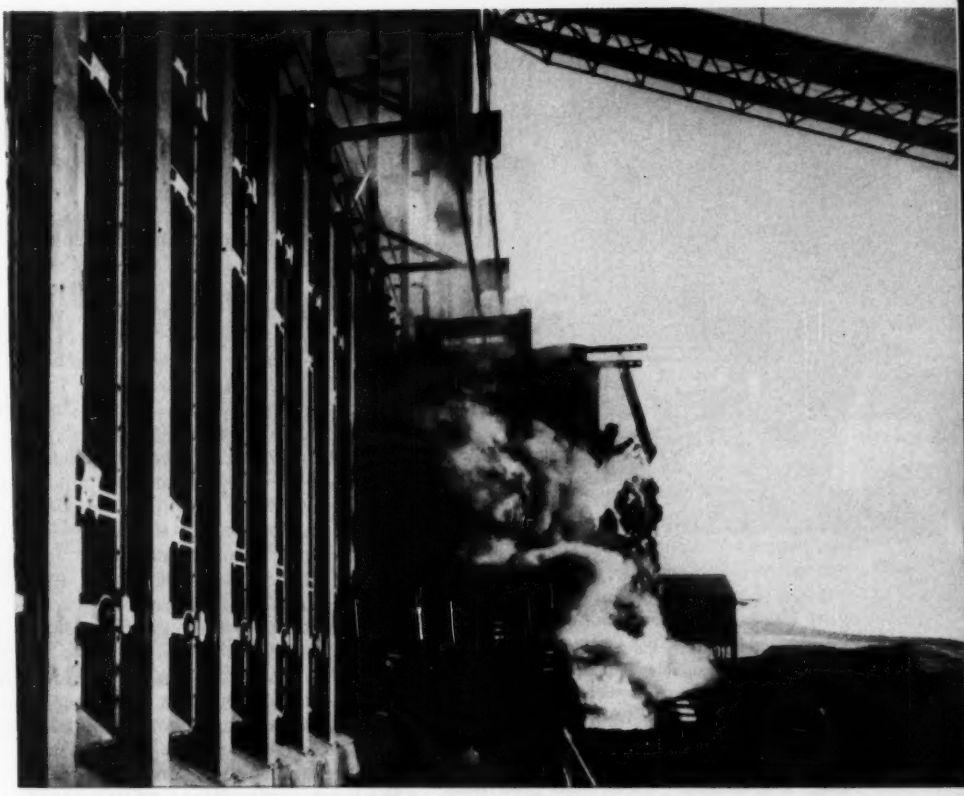
This case study of a single market research project is presented because we believe it will be of interest to every U.S. company now operating internationally.

It clearly demonstrates that the Department of Commerce can be of greatest assistance to those asking the most of it.

Our marketing information resources are so vast that our publications can only report the best; those items that are of common interest to many companies. The balance of our international marketing knowledge covers so much material that it can't be contained in a published catalog.

In the Koppers project we found that our own people literally did not know their own strength. By responding to specific demands that could be made only by a company with equally specific problems, they blended the international trading and commodity knowledge of the Bureau of International Commerce and the Business and Defense Services Administration to find solutions that had never before been attempted, and that would have been possible no other way.

Alexander B. Trowbridge
Assistant Secretary for Domestic and International Business



SEVENTY-FOUR Koppers-Becker underjet coke ovens have been installed in the recently completed Eregli steel mill in Turkey, the newest showpiece of the Turkish economic development program.

cesses, Koppers took a new look at its world-marketing organization recently and decided they could enhance several aspects of it.

Koppers consolidated from eight world-sales regions to three and undertook an exhaustive appraisal of world markets for its products and its engineering and construction services.

It was this appraisal, covering 45 selected countries, which brought Koppers to Commerce—specifically, to the office of John E. Orchard, special assistant to the director of the Bureau of International Commerce.

In Orchard's words, it was an undertaking that set Commerce experts "digging in the backs of their desks" for scraps of information nobody wanted before. Before it ended, it had involved Commerce personnel in U.S. embassies thousands of miles from home.

What was the outcome, in terms of targets for Koppers merchandise and know-how around the world?

R. Duane Hall, manager of market development for Koppers International, said this:

"The overall results of the work were rewarding and applicable to our needs.

"The format derived from this experience clearly reflects that Koppers should further its investigations and work with Commerce on a regular basis to keep abreast of changing circumstances and situations worldwide."

Hall led the company team that made the study. They started in May, 1964, and finished in October—although, in Hall's view, "This is not finished by any stretch of the imagination. This is just the beginning."

Other facilities used

A half-dozen Koppers employees, plus the staff of a Washington consulting firm hired to do legwork and research, were involved in the job. Their crowded timetable of operations gave them about four weeks in Commerce.

Besides turning to Commerce, they drew information from their own market-research department, sales departments, sales analysts, accountants and overseas regional managers; the Agency for International Development; the United Nations International Statistical Center, international banks and various foreign government agencies.

Company officials said the study was of value to enable them, with greater certainty to:

- Decide which products, projects and investments should be emphasized, and give them priorities.
- Visualize an organization capable of fully acting on market potentials.
- Effectively utilize the full central resources of the company at the international level.
- Boost the sale of their U.S.-made goods abroad and, at the same time, analyze investment opportunities; establish additional manufacturing overseas, and develop the best system for finding and negotiating major engineering and construction projects.

Considering the diversity of Koppers operations, this was a tall order. The firm's operating divisions produce scores of major products and services, including chemicals, plastics, chemically treated wood in many forms, fabricated metal products, building materials, sound-con-

KOPPERS INSTALLED the world's largest basic oxygen furnace, capable of producing up to 300 tons of steel per heat, in the plant it designed and built for Italsider, SpA. in Taranto, Italy.

trol equipment, box-making machinery and engineering-construction services, among others.

Besides building steel, chemical and cement plants, the company trains people to run them and offers management service to plants already operating.

What to measure

Hall's job was to attempt to measure the market for all this, to find out how much Koppers reasonably could expect to sell in 45 countries—which products, how many of each, at what dollar volume; what kind of engineering and construction projects, and the dollar value; what kind of investment projects, for how much money.

"Our market research staff had been to Commerce hundreds of times but this time we went in on a full cooperative program," Hall said. "We kept nothing secret.

"We had no preconceived ideas of markets, products or projects.

"We wanted to evaluate various countries in terms of what Koppers has to sell, plus general economic conditions. We wanted to carry it to a very practical level.

"For example, does a country plan to spend any money on steel mills? What capacity? Could Koppers build it? We didn't want generalities; we wanted specifics on what Koppers could do."

With the approval of T. C. Keeling, Jr., Vice President and General Manager of Koppers International Operations, Hall went to the Bureau of International Commerce.

They began with a briefing on Domestic and International Business services and facilities, progressed to conferences with key men on the DIB team—BIC office directors whose country desk experts deal with trade and economic developments in nations around the world, and office directors of the Business and Defense Services Administration, whose industry and commodity specialists concern themselves with world traffic in things the U.S. exports.

From this exchange of information and suggestions for reaching Koppers' goal, a plan for research evolved. On products, for example, Koppers' list of products was broken down according to BDSA industry and commodity divisions—11 in all. Indvidually or in related groups, products were tagged with Standard International Trade Classification numbers, by which goods are identified internationally.

In a test run, Hall picked one product, researched the market for it in three of the 45 selected countries, ferreting out anything he could find about the product. It took a day. Clearly, he wouldn't meet deadlines at this pace. Koppers retained a Washington consulting firm to help with the research.

Digging starts

Then came the digging, the hunt for every available bit of information about every product on the list, in each of the 45 countries. The researchers spread out to 15 BDSA commodity desks and 34 BIC country desks, seeking to pinpoint—by product, by country—data on production, capacity, consumption and demand for the period 1962-65.

There were gaps.

With some products, they obtained all the information for all the countries. With others, they found part of it for some of the countries. In some instances the SITC listings were not sufficiently refined to cover individual items of interest to Koppers.

Other gaps were caused by "lack of published information from many countries."

With Commerce assistance but at company expense, Koppers sought to fill the gaps by cabling for additional information from U.S. commercial attaches in 10 foreign countries—most of them in Europe, a few in the Far East.

For this, Koppers selected five products, including metal fans, electrostatic precipitators and couplings. Research abroad produced more data to add to the pile.

Information obtained from Commerce subsequently was related to export-import data gleaned at the U.N. Statistical Center. Concurrent with this work, Koppers research and sales staffers estimated product, project and investment potential in the same 45 countries for 1965-67.

Commerce officials described the study as something of a re-education to the fact that "we're in business to help business."

To Koppers, it was "directly beneficial in helping to derive a realistic meaningful forward plan of action."

Hall, of course, had his personal observations.

"Our SITC data needs to be carried to six or seven figures at least. Take the classification for couplings—it includes our kind, but it also includes 200 other kinds not like ours.

"We need a 'World Trade Center,' supported by all the countries, to code data on production, consumption and estimated demand for specific products, by countries."

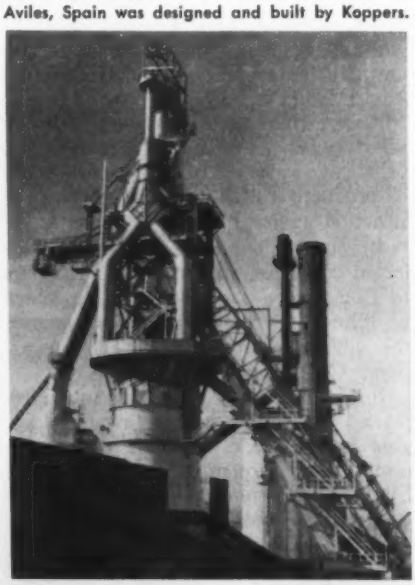
Of the experience with Commerce services and facilities, he said:

"I think a start has been made here that was never made before. It aroused a new way of thinking.

"This study is not a finished product. Our work is just beginning."

Individual reprints of this article, under the title "Commerce DIGS," will be available in all Department of Commerce Field Offices next week. Copies can also be requested from the Sales and Distribution Section, Room 2119, U.S. Dept. of Commerce, Washington, D.C. 20230.

BLAST FURNACE at the national steel mill in Aviles, Spain was designed and built by Koppers.



A PORTABLE ELECTRIC screwdriver, one of 30 different power tools displayed, is demonstrated by Ed Sterba, training director for Skil Corp., a firm that borrowed the Trade Center for 7 days.

Firm has 'Skilful' exposure between trade center shows

$1 million in sales expected to result from training session points up in-between show use of 6 overseas display facilities

Businessmen traveling overseas who notify the Department far enough in advance of their trip are offered the facilities of U.S. Trade Centers (London, Frankfurt, Bangkok, Tokyo, Milan and Stockholm) as showrooms in between regularly scheduled promotions. There is no charge for between-show use of these display facilities.

One recent example of a successful between show activity is reported out of the Tokyo Trade Center. The Skil Corp. of Chicago, Ill., in conjunction with its representative for Japan, Meiho Trading Co., borrowed the Trade Center for a week of around-the-clock training and workshop sessions.

$1 million in sales

Y. Fukuhara, manager of the Meiho Trading company, predicted that "approximately $1 million in sales will be realized over the next 12 months as a direct result of the training sessions."

Skil sent Edward J. Sterba, training director of the home office, to Japan to conduct the workshop seminars and demonstrate the latest products on the Skil line of power tools for industry, vocational training and construction.

The campaign was well-planned by Skil as a direct backstop to the sales efforts of its Japanese distributor. Skil tools are designed, using a universal motor, against electrical specifications found in Japan. The training film used by the company in its U.S. plant was dubbed in Tokyo for Japanese use. Sterba took the opportunity to introduce the latest in battery powered tools. "I used one theme during the whole program," says Sterba, "Skil products help make workers' hands all over the world more productive. I'm sure we proved this at the Trade Center."

Heavy activity

During the week of heavy activity, Skil was able to reach more than 400 buyers and end-users for first-hand demonstrations. They had the opportunity to see each product in action, ask questions about the product and how it could help them do a better job in their manufacturing enterprises.

Following the week of demonstration and lectures, Sterba visited industrial plants as a consultant by invitation from Japanese manufacturers interested in improving their work methods and mass production techniques.

EASY DOES IT, the Skil portable power wrench is easily assembled and demonstrated in Japan.

Help wanted: international executives in demand now

Men with international experience are in short supply, according to a recent issue of Fortune Magazine ("The Churning Market for Executives," Sept. 1965).

The scarcity is attributed to the big push of U.S. enterprise overseas. B. F. Goodrich's personnel director, Dr. Arthur K. Brintnall, observes, "Too few men are familiar with world business or have the grasp of foreign operations to do a good job. This is one area where a really serious shortage exists. Top men in the field can just about write their own tickets."

ACROSS THE TABLE IN EASTERN EUROPE the U.S. Trade Mission members met officials of the Polish and Rumanian state trading agencies. On this occasion the meeting was with I. Vicol (right), general director of the Rumanian AGROEXPORT organization. Paul Pauly, second from left, was Mission Director.

Poland, Rumania Viewed

Four businessmen and three from Government found:

- Both nations acknowledge U.S. products can help them
- U.S. exporters' links there can serve broad goals
- Dealing in these countries means dealing with regimes
- U.S. business will encounter new patterns
- Cooperative ventures in third nations are possible
- Both nations need western currency, to buy from us
- Personal visits by traders to both lands are important
- Some flexibility by both governments may be expected
- Rumania is particularly interested in building tourism
- Mission talks and tours were candid and comprehensive

By PAUL E. PAULY

Mission Director

Seven Americans, four from business and three of us from Government, have just returned from the first U.S. Trade Expansion Mission to Poland and Rumania.

The expansion of trade on a purely commercial basis between the United States and Poland can be a development of great importance to both nations.

PAULY

Under the leadership of President Johnson, U.S. businessmen have an opportunity to be key factors in a new structure of trade and economic relationships. In the process, a substantial amount of business can be done by those who seize opportunities which differ in important respects from those to which U.S. businessmen have been accustomed.

Poland is a socialist state in which trade is a Government monopoly, operated ac-

Fact Sheet on the Trade Mission

MISSION DATES: In Rumania, Sept. 18-Oct. 1; in Poland, Oct. 2-16.

MISSION MEMBERS: From business: Nils Anderson, Jr., Debevoise-Anderson Co., New York; Thomas P. Collier, Thomas Collier & Associates, Los Angeles; James O. Ellison, Harron, Rickard & McCone Co., San Francisco; Thomas G. Wyman, Wyman Associates, New York. From Government: Paul E. Pauly, U.S. Department of Commerce; Denis A. Cooper, Small Business Administration. Also, Michael Pertschuk, staff counsel for trade and trade regulation of the U.S. Senate Committee on Commerce, who served as Mission consultant.

SCHEDULE IN POLAND: In Warsaw, met with Ministry of Foreign Trade, Polish Chamber of Foreign Trade, Commercial Bank of Warsaw, P.K.O. Bank, and Institute of Electrotechnics. In Krakow, with Institute of Foundry Industry.

In Warsaw, met officials of following foreign trade enterprises: CEKOP, CIECH, COOPEXIM, ELEKTRIM, IMPEXMETAL, METALEXPORT, METRONEX, MOTOIMPORT, POLIMEX, POLSERVICE (consulting engineers), and UNIVERSAL; in Katowice, CENTROZAP and STALEXPORT; in Raciborz, RAFAMET.

Visited these factories and installations: at Ursus, near Warsaw, tractor plant; at Lodz, ELTA plant for large transformers, switchgear; at Nowa Huta near Krakow, Lenin Iron and Steel Works; near Poznan, Cegielski Works for machine tools, ship engines, rolling stock, POMET metallurgical works, Staroleka farm equipment plant, Naramowice broiler farm; near Katowice, a powerplant and the Szczyglowice coal mine; at Wroclaw, ELWRO electronic computer plant and M-5 heavy generator works.

SCHEDULE IN RUMANIA: In Bucharest, met with Ministries of Foreign Trade, Chemical Industry, Petroleum Industry and Machine Construction Industry.

In Bucharest, met with officials of these state enterprises for foreign trade: AGROEXPORT, CHIMIMPORT, EXPORTLEMN, FRUCTEXPORT, INDUSTRIALEXPORT, MASINIMPORT, METALIMPORT, MINERALEXPORT-IMPORT, PETROLEXPORT, PRODEXPORT, ROMANOEXPORT, ROMTRANS, and TECHNOIMPORT.

Visited following institutions and installations: in Bucharest, the National Bank of Rumania, Rumanian Chamber of Commerce, Institute of Research for Mechanization of Agriculture, Bucharest Machine Tool factory and 23 August heavy machine construction plant; at Ploesti, 1 May oilfield equipment plant; at Brazi, Petrochemical Combine; at Brasov, Brasov Tractor factory and Red Flag Truck factory; at Constanta, port installations.

cording to a detailed plan approved at the highest levels of the Polish Government. Direct and final negotiations with the beneficial user or responsible producer are rarely possible.

This Polish approach to trade does not change the fact—clear to every member of this Trade Mission—that Poland needs, and knows it needs, large quantities of material of which the United States is an obvious source.

To pay for such products Poland is eager to place on the U.S. market, or on third markets on a cooperative basis, a variety of products which can meet standards of worldwide competition. This situation presents opportunities for businessmen who can meet the challenge to pioneer.

The 1965 Trade Mission to Rumania was dispatched to examine the possibilities for increased trade and to contribute to the building of bridges of understanding needed to permit the development of broader economic relationships.

The Mission talked to a broad cross section of the planning, operating, and producing leadership of the country and traveled from Constanta on the Black Sea to Brasov in the Carpathian mountains. Group or individual discussions were held, for example, with Gheorghe Cioara, Minister of Foreign Trade, and with Directors and Chief Engineers of such factories as the Bucharest Machinery Factory and the Brasov Tractor Plant, in Brasov.

Extensive discussions also were held with the directors of the trading enterprises such as Masinimport. The Mission visited and examined the facilities of many factories and the chief port of Rumania, Constanta. On such visits a warm welcome was extended to the Mission which had free access to examine equipment and gain an understanding of Rumania's industrial development.

The Mission found a country deeply involved in an economic expansion drive which is guided by a determination to industrialize and provide for development of its ample natural resources. Efforts are being made to develop a diversified economy which has a Rumanian identity and is not merely a contributing segment of any other economic unit.

Housing development also is a high priority goal of the economic planners. Multi-storied apartments have been erected in the large cities and a large construction program is under way. The target is 60,000 units a year for all of Rumania.

Tourism is receiving careful attention as an earner of foreign exchange. Resorts such as Mamaia on the Black Sea are beautiful. More than 70,000 foreigners, including about 3500 Americans, visited Mamaia during the 1965 season. The scenery of the Carpathian mountains also is a tourism asset and one that is beginning to be developed. Plans for future development are extensive.

Opportunities for Rumanian–U.S. cooperation are abundant. Their successful development will depend on the efforts and goodwill of the Governments and private interests involved.

Rumania is a socialist State with an approach to the utilization and control of natural and human resources that is quite different from that of the United States. The Mission, however, found in the Rumanians a willingness to sit down and talk about possibilities. If the business leadership of the United States—with support, when necessary, from the U.S. Government—can find ways to handle specific projects, prospects for a gradual development of an important U.S.–Rumanian trade look good. Political factors could prevent or delay this progress, but with careful attention to the two-way bridges of understanding there is reason to believe that such factors will not be important.

Four businessmen, leaders in their fields, provided the essential substance of the Mission. Their individual reports, by which they speak as one businessman to another, are presented on the following pages.

Foreign trade in Poland operates within framework of national plan

Negotiations carried on through some 40 State enterprises, each with its own product or service specialties

By DENIS A. COOPER
Deputy Director of Mission

For anyone interested in trading with Poland, knowledge of the prevailing foreign trade organization is indispensable.

COOPER

Foreign trade in Poland is a State monopoly, administered by the Ministry of Foreign Trade. All operations, both import and export, are carried out within the framework of the national plan.

The plan is executed through certain enterprises, each with a specialized field of economic activity centered around specific products and commodities. The Ministry of Foreign Trade does not intervene in the making or carrying out of contracts.

About 40 such foreign trade enterprises are now in operation. Each has its own capital, and legal capacity to enter into and carry out transactions in its own name and for its own account.

U.S. businessmen should submit their offers to these firms. Each of them is quite willing to provide a prospective customer with the necessary samples or information and to arrange for plant visits. Such factors as quality, price, terms and conditions of sale and delivery are a matter of negotiation between supplier or customer and State trading company.

U.S. businessmen must be prepared for several "layers" of negotiations with two or more agencies, one superimposed upon the other. These negotiations often may require time, patience and prolonged stays in Poland or return visits to the country—unless the customer is willing to appoint a more or less permanent representative for his firm. The appointment of such representatives requires a Ministry of Foreign Trade authorization, issuance of which—according to authoritative assurances—the Government will be willing to consider favorably. The Mission does not know of any permanent foreign business representation in Poland, but foreign businessmen encounter no difficulties in making extended visits.

Enterprises listed

The Polish foreign trade enterprises, and their principal lines of activity, are listed below.

ANIMEX, Warsaw, Pulawska 14. Imports and exports live animals and products of animal origin.

ARS POLONA, Warsaw, Krakowskie Przedmiescie 7. Imports and exports books, music scores, records and recording tapes.

CEKOP, Warsaw, Mokotowska 49. Exports complete industrial plants.

Cekop is able and willing to act as subcontractor in the planning, designing, manufacture and erection of a variety of industrial plants or parts of plants, raising the possibility of cooperative execution of contracts in third countries. Such cooperation has been resorted to successfully by Western European countries, and may be worth exploration by U.S. companies.

CENTROMOR, Warsaw, Mokotowska 49. Imports marine equipment of all kinds. Exports seagoing vessels.

H. CEGIELSKI, Poznan, Dzierzynskiego 223/229. Imports parts for ship engine plants. Exports marine diesel engines, fuel injection equipment for such engines, complete ship engine plants.

BEFAMA, Bielsko—Biala, Powstancow Slaskich 6. Exports textile machines.

RAFAMET, Kuznia Raciborska, Staszica 1. Exports machine tools.

Although the last three named are manufacturing enterprises rather than foreign trade enterprises, they have some authority to deal directly with foreign customers. All other Polish manufacturing enterprises are exporting their products only through established foreign trade organizations.

CENTROZAP, Katowice, Ligonia 7. Exports mining machinery and equipment.

CETEBE, Lodz, Narutowicza 13. Imports and exports textile products.

CIECH, Warsaw, Jasna 12. Imports and exports chemicals, pharmaceuticals, photochemical products, films, essential oils and synthetic aromatics.

Management stated to Mission members that it has difficulties in selling its products in the United States because of high U.S. tariffs. Principal trading partners are East bloc countries.

These Trade Mission members are the authors of the

Paul E. Pauly has been on the Department of Commerce staff for 23 years, and is now director of the Office of Trade Promotion in the Bureau of International Commerce. He was named to this position in 1965 after 2½ years as deputy director.

He served for 2½ years as Commercial Attache in Tokyo, and has held senior positions in international commerce promotion work in the Commerce Department's Washington headquarters. He has led previous Trade Missions to Japan, Belgium and Indonesia.

Nils Anderson, Jr., is board chairman of the Debevoise-Anderson Co., which deals with ferrous and nonferrous metals and alloys, and other materials for steel processing and foundry use. From 1950 to 1958 he was president of the company. He is also president of the Port Ore Processing Co., engaged in grinding, screening, blocking, pelletizing and sintering.

He is experienced in overseas establishment of metallurgical companies. He is a member of the American Iron and Steel Institute and the American Institute of Mechanical Engineers.

Thomas P. Collier established his own international management consulting firm in Los Angeles in January, 1964, after many years in international marketing. He was the founder and president of Motorola Overseas Corp., Chicago, and Motorola International, S.A., Zurich.

Previously he was a senior executive with International General Electric, handling the overseas manufacturing and marketing of household and industrial electrical equipment. He has directed international operations for the Armour Research Foundation at Illinois Tech.

STATE TRADING ENTERPRISES are the channels that supply these Warsaw shops with imported goods.

CONFEXIM, Lodz, Sienkiewicza 3/5. Exports ready made clothing, bed clothing and towels, curtains and carpets, dressings and gauze.

COOPEXIM, Warsaw, Zurawia 4. Exports toys, artificial Christmas trees and ornaments; folk and artistic goods; ready made clothing; bed covers; decorative fabrics; fruit, mushroom and vegetable preserves; bristles, brushes and brooms; garden furniture; fancy leather goods; chemicals, pharmaceuticals and cosmetics; fishing equipment.

DAL, Warsaw, Frascati 2. Arranges barter transactions.

DESA, Warsaw, Al. Jerozolimskie 2. Exports antique and modern art; style furniture, paintings, engravings, textiles, stained glass, Polish modern coins. Also designs and executes stained glass.

ELEKTRIM, Warsaw, Czackiego 15/17. Imports complete powerplants, and a variety of electrical equipment and materials. Exports power generating equipment and a variety of electrical equipment and materials.

FILM POLSKI, Warsaw, Mazowiecka 6/8. Imports and exports various kinds of films.

HORTEX, Warsaw, Warecka 11 a. Exports fresh, frozen and dehydrated fruit and vegetables; jams; honey, and mead.

IMPEXMETAL, Warsaw, Wilcza 50/52. Imports nonferrous metals, zinc and copper ores and concentrates, bauxites and alumina, ball and roller bearings. Exports zinc, molybdenum, aluminum, welding powders; liquid gold and platinum for glass and ceramics painting.

KOLMEX, Warsaw, Mokotowska 49. Importers and exporters of railway rolling stock and various railway equipment and material, rolling stock components and spare parts, rolling stock repair shops.

METALEXPORT. Warsaw, Mokotowska 49. Imports and exports lathes, planers, woodworking machine tools; various machines; cast-iron goods; pipes and fittings; steel bottles; wire ropes and nails; chains; bolts and nuts; couplings and variable speed gears; welding electrodes.

Imports textile machinery, steel wire, phosphor-bronze, steel wire gauze and screens. Exports textile machinery for wool, cotton, manmade fibers; wool and cotton waste.

METRONEX, Warsaw, Marszalkowska 102. Imports and exports X-ray equipment for industry; testing installations; various electrical equipment, electronic computers, laboratory instruments and equipment.

MINEX, Warsaw, Krakowskie Przedmiescie 79. Imports and exports minerals, cement, glass, ceramics and building materials.

MOTOIMPORT, Warsaw, Przemyslowa 26. Imports and exports passenger cars, commercial vehicles, tank trucks, motorcycles, garage equipment, stationary and marine engines, wheel and crawler tractors, farm machinery and implements, and spare parts for this equipment.

PAGED, Warsaw, Plac Trzech Krzyzy 18. Imports tropical woods, paper pulp. Exports boards, flooring roundwood, cellulose, paper and paper products, and wood furniture.

POLAGRA, Warsaw, Zurawia 32/34. Imports and exports agricultural products.

POLCOOP, Warsaw, Kopernika 30. Exports agricultural and food products, seeds, forest products.

POLIMEX, Warsaw, Czackiego 7/9. Imports and exports building, roadmaking and earthmoving machinery; building materials manufacturing plants, food industry machinery, chemical industry plants and equipment.

reports in this special section

Denis A. Cooper, Special Assistant to the Small Business Administration's Deputy Administrator for Procurement and Management Assistance, has been in civilian and military government service since World War II. He was a member of the Allied Quadripartite Control Council for Germany, and served with the Office of Alien Property and as a trial attorney for the State Department.

He has taught comparative commercial law in Germany, and has published legal and economic studies in the U.S. and abroad. He speaks Rumanian.

James O. Ellison, after apprenticeship with the Kellogg Switchboard and Supply Co. of Chicago, worked as a tool and die maker in Los Angeles and entered that business in California. Associated with Harron, Rickard & McCone in 1945, he became president in 1950 and sole owner in 1955.

In 1955 he formed the Ellison Machinery Co., which he also owns. Both companies are engaged in the distribution, servicing and engineering of machine tools in western U.S. on behalf of leading producers.

Thomas G. Wyman, currently engaged in diversified investments with Wyman Associates in New York, served until recently as Assistant Secretary for Domestic and International Business in the Department of Commerce.

In his business career he has been active in worldwide marketing of agricultural equipment and other manufactured products. He is a director of the Brubaker Tool Corp., Millersburg, Pa., and owns a 1,100-acre farm in Maryland for dairy and broiler operations where he assesses new farm equipment methods.

PRODIMEX, Warsaw, Miodowa 14. Exports textile, plastic, leather and metal products; art articles of metal, wood, straw; crystal glassware; earthenware; china; wooden wares and furniture; fruit and vegetable preserves.

ROLIMPEX, Warsaw, Zurawia 32/34. Imports and exports agricultural products and foodstuffs of vegetable origin; alcoholic beverages.

Imports groceries, citrus fruits, grain and tobacco.

SKORIMPEX, Lodz, 22 Lipca 74. Imports hides and skins, tires and tubes. Exports raw pigskins; calfskins and horsehides; raw furs; fancy leather goods; industrial rubber articles.

SPOLEM, Warsaw, Kopernika 17. Imports citrus fruits, groceries and spices.

STALEXPORT, Katowice, Plebiscytowa 36. Imports rolled steel products, iron, manganese, chrome and other metal ores, iron scrap. Exports rolled steel products, rails and railway track accessories, ferro-alloys, bog iron ore.

TEREXPORT, Warsaw, Trebacka 4. Exports metal and combined furniture, wooden household articles.

TEXTILIMPORT, Lodz, 22 Lipca 2. Imports and exports textile raw materials.

UNIVERSAL, Warsaw, Wspolna 3/5. Exports radio and television equipment, sports and household equipment, metal products, plastic and thermos bottles, musical instruments.

VARIMEX, Warsaw, Wilcza 50/52. Imports and exports equipment for theaters, electromedical apparatus, surgical-stomatological and veterinary instruments, medical needles and syringes, school aids, metal- and wood-working tools. Imports machines for printing and book-binding industries, office machines.

WEGLOKOKS, Katowice, Armii Czerwonej 119. Imports and exports coking coal, anthracite, blast furnace coke, briquettes of brown coal.

Commercial services

In addition to the import-export enterprises, a few organizations perform specific commercial services.

C. HARTWIG, LTD., Warsaw, Frascati 2, forwarding agents, are the sole licensees in Poland for the forwarding of goods by land, sea and air. This firm handles all formalities, including customs relating to international transportation of goods into, out of, and through Poland. The firm has correspondents all over the world.

POLCARGO, Gdynia, Pulaskiego 6, and **SUPERVISOR** Gdynia, Derdowskiego 7, at the request and on behalf of foreign firms, carry out quality control functions, including such services as tallying, weighing, and sampling of exported or imported merchandise. **POLCARGO** has its own laboratory for testing. Certificates issued by this organization reflect authoritatively the state of the inspected merchandise, to the extent of inspection requested by the customer.

TO PLACE AMERICAN GOODS ON THESE SHELVES Poland must export more to U.S., earn more dollars.

Customary insurance for imported or exported merchandise may be obtained from **WARTA**—Insurance and Reinsurance Co. Ltd., Warsaw 51, Swietokrzyska 12. This company also acts as settling agent for foreign insurance companies. Marine insurance is effected on the basis of standard Institute of London Underwriters clauses or, if requested, on conditions customary with insurance companies of other countries. WARTA has agents virtually all over the world, including the United States.

POLFRACHT, Gdynia, Czolgistow 52/54, acts as shipbroker and chartering agent for bulk cargo carrying vessels on behalf of foreign principals.

The Polish Chamber of Foreign Trade, Warsaw, Trebacka 4, initiates and develops contacts for manufacturers and businessmen, and provides information for those interested in foreign trade with Poland. It also publishes information on Polish foreign trade regulations and customs, authenticates documents used in foreign trade, and issues certificates of origin for exported Polish goods.

A Court of Arbitration at the Polish Chamber of Foreign Trade hears disputes between contracting parties in connection with their commercial activities, transport or insurance of goods.

Poland has ample state-owned and operated banking facilities for foreign trade transactions. Its foreign trade banks—The Commercial Bank in Warsaw, Ltd. (Bank Handlowy w Warszawie, S.A.) and the Bank P.K.O., Ltd. (Bank Polska Kasa Opieki S.A.)—have correspondent American banks in New York, Chicago and Philadelphia. These banks, too, stand ready to establish contacts with Polish State trading firms, and to provide necessary information and advice.

Transportation facilities, both passenger and freight, are adequate, and the national Polish Airlines LOT is a member of the International Air Transport Association (IATA). LOT insures adequate air-freight facilities between Poland and practically every country in the world.

Ocean freight facilities are amply available as Poland is a maritime nation with 3 large commercial ports—Gdansk, Gdynia and Szczecin.

Poles use '35 to '65 tools

Metalworking methods vary widely, but modern U.S. machine tools can find ready buyers

By JAMES O. ELLISON
Harron, Rickard & McCone Co.
San Francisco, Calif.

Poland's metalworking industry, some newly built from limited resources and some rebuilt from salvaged facilities of the pre-World War II period, should be judged by its end products and the methods of utilizing equipment rather than by plant facilities alone.

ELLISON

The industry is a mixture of technology from 1935 to 1965. Within a single plant, it is possible to select examples of production methods which would prove any grading—good, bad, indifferent—that could be assigned to Polish metalworking as compared with the industry in Western countries.

The end products seen by the Mission were limited to railway passenger cars, diesel engines, tractors and machine tools. From the standpoint of design sophistication and quality, these finished products were, generally speaking, somewhat below the standards of the more industrially developed European countries.

The manner in which equipment is used should be considered good and getting better at a fast pace. Both the need and the desire for U.S. machine tools and related equipment is evident in the plants visited by the Mission.

Increasing exports

The greatest concern in that connection was phrased repeatedly by the Poles: "How can Poland increase exports to America so as to increase imports from America?"

The Mission visited five metalworking plants:

RAFAMET—A machine tool plant near Katowice. Principal products are machines for manufacturing and maintaining wheels for railroad rolling stock and other railroad maintenance shop use. The plant also makes vertical boring mills in medium to large sizes and a small number of special machine tools.

About 2,000 are employed at this plant, said to be the country's second largest machine tool builder. It has a new, well-equipped foundry but the machine tools are not new. A number of U.S. machine tools acquired in the mid-1940's are used. RAFAMET has been successful in exporting machines for the railroad industries throughout the world. Some of its machines would seem to have market potential in the U.S.

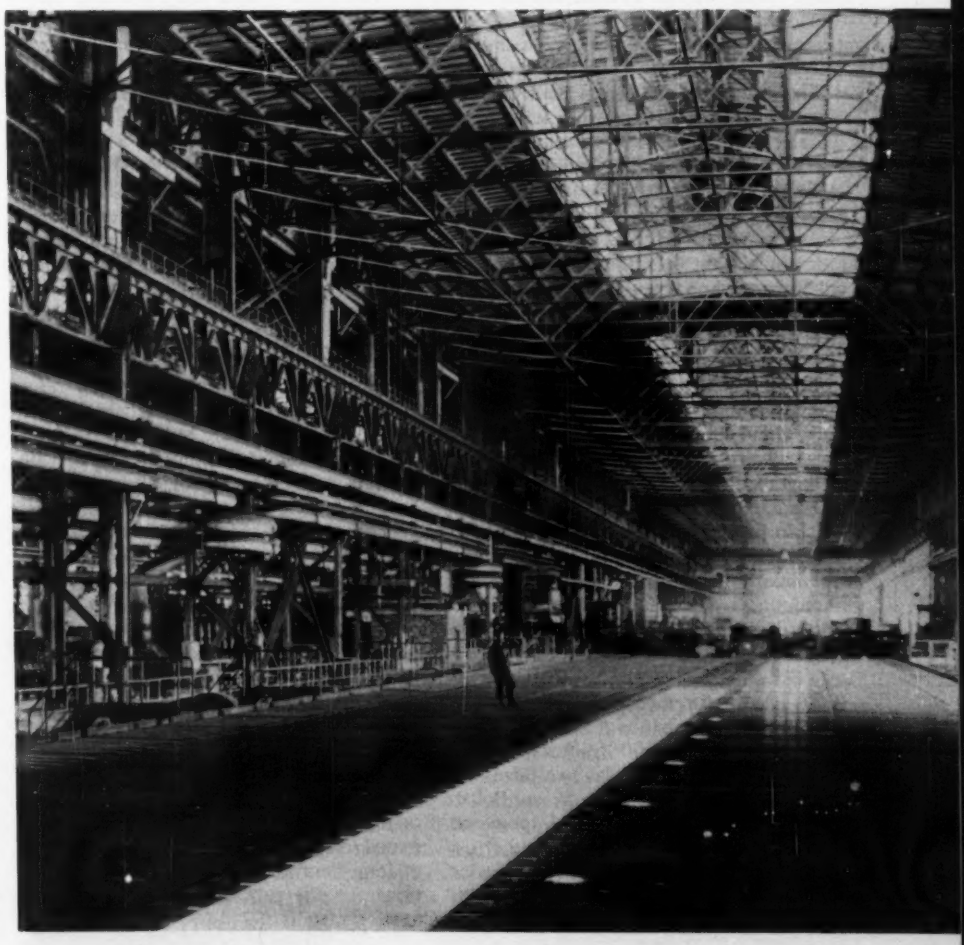
POREBA—A machine tool plant near Krakow, employing about 3,000, is said to be Poland's largest machine tool builder. Principal products are lathes, planers, planer millers and gear hobers. Production of other machines is planned.

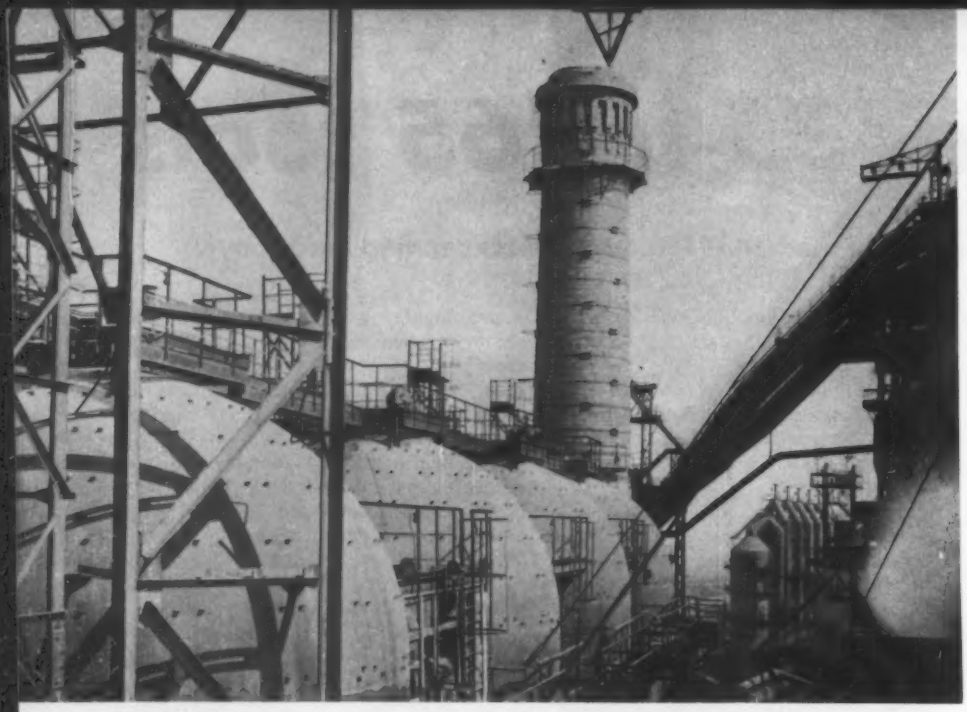
This company is building a very interesting and diverse line of lathes. The most active single type at the moment is a short sliding gap bed engine lathe with extended cross slide travel which gives the features of a "T" lathe and some features of an engine lathe with longitudinal carriage travel.

The firm has a new foundry and new plants for machining and assembly. Many of its machine tools are new and large and it also has a few U.S. machine tools. Interest was expressed in licenses or component production arrangements with U.S. machine tool builders.

NOWA HUTA—An iron and steel works in Krakow is an integrated steel mill, the country's newest and largest,

NOWA HUTA IRON, STEEL WORKS has mainly Russian equipment; plating, galvanizing lines from U.S.





FOUNDRY AT NOWA HUTA is part of a steel works that began operation in 1957, now employs 25,000.

built since 1950. Production of steel started about 1957. It produces close to three million tons of steel a year and employs about 25,000.

Sizeable plans are being made for continued growth and expansion with a goal of eight million tons a year capacity. Presently, only carbon steel (no high strength alloys or stainless) is produced. The equipment is mostly Russian. Two exceptions were noted: one, an electrolytic tin plating line; the other, a hot dip galvanizing line. Both have been purchased from the U.S. These particular lines are relatively new and apparently do an excellent job.

H. CEGIELSKI WORKS in Poznan is a large industrial complex comprising four plants and four principal product lines, all at one location under a central management. The four products are railway passenger cars; large diesel engines for ship propulsion; small to medium size diesel engines for locomotives, auxiliary use aboard ship, power generators; and machine tools, including turret lathes, radial drills, cold saws and single spindle automatic screw machines.

ZAKLADY MECHANICZNE "URSUS"—A tractor manufacturing plant in Warsaw employing about 10,000 which produces about 20,000 tractors a year. Current products include two sizes of agricultural tractors. One is a Polish design—a two-cylinder diesel powered 28 horsepower unit—and the other, a Czechoslovakian "Zetor"—a four-cylinder diesel powered 45 horsepower unit. Both have rubber tires and two-wheel drive.

The plant is well integrated and makes the most of the metal components of both tractors, although the injectors are made elsewhere. Goals for expansion of this plant are set at producing 60,000 tractors a year by 1970.

Foundry equipment needed

The Mission also visited the "Institute of Foundry Industry" in Krakow, a state-operated facility for research and training personnel in all fields of foundry operations. The facilities include a small production foundry and are extensive in size and scope. U.S. foundry equipment and techniques were of great interest to people of the institute.

In addition to plant visits, the Mission held meetings with State trading and planning agencies, including those concerned with the import and export of machine tools and related equipment.

The sale of U.S. machine tools to Poland must be made through "METALEXPORT"—a state trading company located in Warsaw. The agency has a specific department for purchasing imported machine tools. The people visited in this department speak English, are very familiar with important machine tools manufactured in all industrial countries and receptive to visits by U.S. tool builders.

Hope was expressed for clarification and simplification in determining whether or not export licenses can and will be issued on U.S. machine tools. Examples of long delays and disappointing negotiations for the purchase of U.S. machine tools were cited.

There is a great interest in Poland in the export of Polish machine tools to the U.S. Metalexport which also handles this activity currently has a distributor in the U.S. for five specific machine tools. Polish machine tools were exhibited in the U.S. this year, at the Cleveland ASTME Show last spring and at Chicago in September.

To visit U.S.

Two representatives of Metalexport plan to visit the U.S. later this month to explore the means for increasing sales of Polish machine tools and to introduce additional sizes and types of machines.

One current consideration by Metalexport for increasing participation in the U.S. machine tool market is the possible establishment in the near future of an American office with a permanent sales and service staff of five to seven. The staff would not sell direct to the user. Distributors would be sought for that function.

Businessmen interested in importing Polish machine tools, other than the five items currently imported, should contact Metalexport Warsaw, Mokotowska 49.

U.S. machine tools and related items likely to find the most demand in Poland include:

Gauging equipment, both laboratory and shop equipment of all kinds, especially in-process inspection equipment; heat treating equipment of all kinds; forging machinery; tracer controlled die sinkers; gear cutting and finishing machines for automotive, farm implement and machine tool gears; jigmills; single and multiple spindle automatic chuckers; surface broaches; broach sharpening machines; large surface grinders; bed way grinders; tooling systems for boring and milling operations on production machinery, transfer lines;

Dynamic balancing equipment; conventional non-destructive testing equipment for automotive; farm implement production; granite surface plates; roll grinding machines; production type internal grinders; shell moulding machines; cutter sharpening machines particularly for large carbide face milling cutters.

Interested customers

The above list is in no way a complete representation of Polish needs for U.S. machine tools. It is a sampling of the observations made in plants visited by the Mission.

The next logical step in the approach to increased trade between U.S. machine tool builders and Poland is visits to Poland by the U.S. builders for specific market analysis and discussions with very interested and potentially good customers.

Poles enter electronic age

Computer, TV industries could provide opportunities for new markets in Eastern Europe

By THOMAS P. COLLIER
Thomas Collier & Associates, Los Angeles, Calif.

Poland has an excellent base for a strong and diversified electronics industry.

COLLIER

The Government is placing increased emphasis on using the latest developments in electronics to rapidly expand the country's good capabilities in such fields as automation equipment, measuring, testing and electronic production equipment, and electronic components.

Poland, known for the excellence of its mathematicians and scientists, can be expected to take a strong lead in computer technology within the Eastern European area. These industries could provide interesting opportunities for joint venture manufacturing, licensing, service, and sales for U.S. businessmen seeking new markets in Eastern Europe.

The Polish economic system is based on State ownership of production, mineral resources, water, forests, roads, transportation, communications, banks, large and medium-size industrial and commercial enterprises, State-run farms, public services, and the property of commercial and industrial cooperatives of various types.

Private property of peasants, handicraftsmen and owners of small workshops; land, homes, as well as the right to succession of that kind of property, is recognized by the Polish Constitution and protected by law, as is every citizen's personal property.

Burgeoning output seen

Poland is now in its second Five Year Economic Plan, which envisages a 59% growth in production of capital goods and a 44% growth in production of consumer articles. Chemicals are first among the industries marked for the speediest rate of development.

Output in 1965 in comparison with the 1960 level, calls for a 74% increase in the manufacturing sector; in the power industry, a 68% growth is anticipated. The average annual rate of increase in overall industrial production for the current 5-year plan, 1961-65, is 8.7%.

In the past 20 years there has been a notable effort and achievement in changing from an agricultural and extractive industry economy to one of industrial significance. Particular emphasis has been placed on the expansion and development of production in shipbuilding, mining, machine tool, locomotives, traction machinery, motor cars, high power electrical generating equipment.

More recently production facilities in electronics, iron and steel, chemicals, textiles, food and electronic consumer goods have been modernized and developed on a large scale. The planned production targets for 1965 in certain principal products, with 1963 figures in parentheses, are: Electric power, 45 billion kilowatt-hours (37 billion); raw steel, 9.3 million tons (8 million); rolled products, 6.4 million tons (5.4 million); cement, 11 million tons (7.7 million).

Expansion emphasized

Considerable emphasis has been placed on the expansion of Poland's electronics and consumer electronics industries in recent years. There are now 7 TV studios almost completely equipped with Polish-made cameras (except for 4½-inch Orthicons of British manufacture), and audio and video equipment. An experimental video tape-recorder also has been made.

There are 22 radio transmitting stations using variously long, medium and short wave transmissions.

Closed circuit television for industrial and educational purposes is well under way. Low-power semi-conductors and diodes have been in production for a number of years. Current emphasis is being placed on development of higher powered semi-conductor devices for a further expansion and strengthening of the Polish electronics industry.

Production of TV receivers using Polish-made electronic and TV receiving tubes (14", 17", 19" and 23") in 1965 should reach about 400,000 sets; the target for 1970 is set at an annual rate of 600,000 sets (including 23" tubes and sets from Czechoslovakia). Multiband radio receiver production for 1965 should reach about 500,000 sets. Target for 1970 is set at 850,000 radio receivers.

Tape recorders manufactured for and with the cooperation of Grundig Radio Werke of West Germany, under a recently concluded agreement, is scheduled to rise from practically zero to almost 80,000 a year by 1970. Under this license/contract-manufacturing arrangement made by Grundig, Poland may retain for export and home market consumption all tape recorders produced over the quota needed and established by Grundig.

Americans might give some thought to similar arrangements in Poland, where labor is reasonable, plentiful, and coupled with inherent skills.

More than $100 million

Poland may invest more than $100 million in telecommunications in the next five years (1966-1970—32% more than in the current Five Year Plan. The largest part of the money, 64.5%, will be used for development of local and long distance telephones and telegraphy.

More than 300,000 new subscribers are expected to be added to the telephone list and about 3,000 kilometers of cable will be constructed between Warsaw and Kracow, Wroclaw and Poznan, Poznan and Zielona Gora, and Lublin and Kielce.

U.S. companies or their European subsidiaries, involved in the sales and production of telephone, communication and telecommunication equipment should make their initial contact with the Ministry of Telecommunication in Warszawa, ul, Malachowaskiego 2.

New transmitters

A substantial investment is scheduled for improvement of the post office operations. A part of the $100 million will be used to build a radio station in Kutno which will have twice the power of the present system. This will enable listeners throughout the country to hear Polish Radio long-wave broadcasts. At the same time the number of VHF and medium-wave stations will be increased.

Additionally, the Five Year Plan calls for the building of 21 television broadcasting centers. New transmitters will be installed in Kracow, Lodz, Warsaw and Katowice to enable a second channel to be transmitted. Over the past eight years

THIS MODERN MOVIE THEATER IN WARSAW competes with TV and radio among Poland's people.

the number of television license holders has increased from 22,000 to 2 million.

Visits ELWRO

I visited the factory of ELWRO (Wroclawskie Zaklady Elektroniczne ELWRO), ul Ostrowskiego 30, Wroclaw, built five years ago to supply components for the TV and radio industry, and to develop and produce industrial automation equipment (electrical/pneumatic type).

In the manufacture of TV channel selectors and other components ELWRO found it necessary to build their own signal sweep generators and oscilloscopes. They set up an Electronic Instrument Department and have designed, built and put into production their own signal generators and scopes. They make a strong point, however, of requesting the Mission's assistance in helping them to be able to buy equipment from such firms as Tektronix Hewlett-Packard and General Radio Corp. They seem convinced that U.S. electronic equipment, instruments and components are the finest in the world. Here, then, are some business opportunities to be explored by interested U.S. electronics manufacturers.

About 3 years ago it was decided that the ELWRO factory would expand into the computer manufacturing business. They designed, produced and sold about 30 computers known as UMC1—apparently a tube-type general-purpose computer based on designs of scientists and professors of the Instytut Maszyn Matematycznych in Warsaw with collaboration by the Warsaw Polytechnic Institute and others who worked with the ELWRO engineering staff.

Only a small portion of the components were purchased outside of Poland. A number of these computers were exported to Czechoslovakia, Hungary and other Eastern European countries.

New design

In July 1964 they began production of an all solid-state general purpose computer known as ODRA 1003 (conceived and designed by Instytut Maszyn Matematycznych). Of the 7000 transistors and 6000 diodes used in this machine they claim that less than 1% were imported from England (Mullard), France and Germany. This computer is designed for 300 operations per second; storage memory of 8000 words, 40 bits per word and a library of 120 progams.

The computer with the usual desk accessories plus tape reader (of their own design and make) plus a FACIT (Sweden), tape transport and a LORENZ (IT & T) of Germany teleprinter, is quoted for export at about $60,000 to $70,000. So far they have produced about 25 ODRA-1003 computers. A number of these have been exported to Czechslovakia, Hungary, USSR, Rumania and East Germany. They claim to be the only general purpose computer manufacturers in Eastern Europe and hope to capture most of their traditional markets in general purpose computers.

The ELWRO factory is just beginning to produce a "family" of computers that appear to be based on the same principles as IBM. This conception and design was started in 1960 by the Institute of Computers (Instytut Maszyn Matematycznych, ul. Koszykowa 79, Warsaw, Tel: 21-84-41).

This series is composed of the ZAM 11 (process control computer now being phased out); ZAM 21 introduced this year as an improved process control computer; ZAM 31, a scientific computer to be introduced in 1966; ZAM 41, a data processing computer to be in prototype operation by the end of the 1965 and ZAM 51, a larger, faster data processing computer to be in prototype in late 1966. All these computers will be adapted to the IBM international language.

Simple organization, high speed and high reliability are basic features of the ZAM computers. Every one is able to run several independent programs simultaneously. High efficiency at low costs is achieved when applying ZAM computers to data processing, scientific and technical computation and process control.

ZAM computers' modular construction permits a flexible composition of various computer sets and their easy expansion.

Will need Western equipment

The computer industry, now just getting underway, will have a need for Western equipment and technology to prepare and print computer data (line printers, card readers). They are very much interested in any form of cooperation with U.S. computer manufacturers, peripheral equipment manufacturers, and U.S. producers of integrated circuits, measuring and testing instrumentation, and the like.

ELWRO has about 3,000 employees and expects to double the employment and even increase its production at a faster rate in the next five years. The technical engineering staff numbers 600 including more than 300 diploma-engineers. The factory currently occupies 200,000 sq. ft. of space, but only about 20% of this is devoted to computer production. Additional space will be available as they turn over the production of TV components to another factory. It is anticipated that ELWRO will use part of

this space to set up a Computer Center where they will lease time to industrial and commercial enterprises in the vicinity of Wroclaw.

Reportedly, there is a need for about 20 computer centers throughout Poland. Organization of these centers, including services to be performed and the number and types of computers required will be the responsibility of a newly formed governmental agency known as the High Commissioner of Computing Technology, Warszawa, Wawelska 3.

This Commission reports both to the Ministry of Heavy Industry which has control over all industrial activity in electronics, and to the Committee for Scientific and Technical Affairs. This Committee headed by one of the vice-premiers, was created in 1963. In addition to inspiring and coordinating research of particular importance for the economy, the Committee also supervises distribution and use of funds for development of science and the practical utilization of scientific achievements.

New organization

A foreign trade enterprise concerned with imports and exports of computers, peripheral equipment, automation equipment, and test and measuring instruments has been formed recently: METRONEX, Marszalkowska 102, Warsaw. Another important foreign trade enterprise is POLSERVICE, which specializes in the export and import of technical services including the granting of Polish patents, licenses and know-how. It acts as broker for other foreign trade companies in obtaining and granting foreign licenses if no export or import of product is involved.

An organization which may be likened to a super board of directors and which sets the technical policy for the computer, automation equipment and measuring instruments, is known as MERA, Foksal 11, Warsaw. All computers, peripheral equipment, automation measuring, testing equipment to be imported, designed or built for use in Poland must have the prior approval of MERA.

There is a similar "super board of directors" for all other electronics equipment and components producers, known as UNITRA, Senatorska 10, in Warsaw. Under UNITRA's technical control and authority are 45 factories and an additional 40 cooperative factories producing equipment and components in the electronics sector. UNITRA must approve any license arrangements from a technical point of view and it would be their decision as to whether or not it is needed by Polish industry.

The Central Institute of Scientific, Technical and Economic Cooperation in Warsaw is concerned mainly with scientific information.

Finally, the Supreme Technical Organization (NOT) associates, 19 scientific and technical societies, as well as a number of libraries, museums and archives which have become centers of independent scientific research.

Polish chamber

In addition to the usual and important contact with the U.S. Embassy in Warsaw, visiting U.S. businessmen should find it useful to contact the Polish Chamber of Foreign Trade for assistance and guidance in communicating with the appropriate Ministries and foreign trade companies in the pursuit of import and export transactions. The address: Polish Chamber of Foreign Trade (Polska Izba Handlu Zagranicznego), Warszawa, Trebacka 4, P.O. Box Warszawa 1, No. 361. Phone: 26-02-21. Cables: Polchamber Warszawa. Telex: 81631.

Opportunities for U.S. exporters, importers and licensors should be fully explored by a *personal visit* to Poland—initially not less than 10 days, with hotel and air transportation fully confirmed in advance.

The annual Poznan International Trade Fair in June would be a practical way to obtain a first hand appraisal of prospects. This year 60 foreign countries occupied 55% of the space. Every segment of Polish industry was represented in the remainder. The United States has its own pavilion. **Write:** BIC-8100, U.S. Department of Commerce, Washington, D.C., or any Commerce Department Field Office.

U.S. products and technology are held in high regard by Polish industry. Even so, it will take more than the usual Yankee business aggressiveness and international business know-how to sell U.S. products in competition with the patient and knowledgeable European (especially German) and Japanese businessmen who are swarming all over Poland, seeking and booking substantial orders.

HOLIDAY LIGHTING ON WARSAW DEPARTMENT STORE is one reason for electric power increase.

POLAND'S FARM PICTURE

Mechanization plows ahead

Exchange shortage major deterrent to importing Western farm machinery, Poles say

By THOMAS G. WYMAN

Wyman Associates, New York

Mechanization of agriculture has played an important part in the postwar reconstruction and industrialization of Poland, but even today much of the farming is accomplished by horses and by hand work.

WYMAN

Production of agricultural machinery and equipment has increased 30 times since 1938. About 40% of the Polish population still derives its entire livelihood from farming, compared with 60% in 1938.

About 30 manufacturing plants have been established, producing a variety of agricultural equipment and implements. Domestic production is supplemented by imports, almost exclusively from Socialist countries.

Although the present share of Poland's total foreign trade with the Western countries is 35% and is expected to increase further, trade in agricultural machinery and equipment with the United States and the other Western countries can be expected to remain minimal.

Ministry of Agriculture

The Department of Mechanization of the Ministry of Agriculture in Warsaw is responsible for farm mechanization policies of the country and distribution of domestic and imported equipment.

Motoimport is the foreign trade enterprise responsible for import and export of all agricultural machinery equipment and for licensing arrangements in this area. It follows the general requirements of the Department of Agriculture and acts as its supplier.

High officials of both agencies expressed interest in agricultural machinery imports and licensing agreements but cited shortage of foreign exchange for such purposes as the major limiting factor. It appears unlikely that granting credit facilities for such equipment as has been proposed by other Western industrialized countries would facilitate trade significantly in this particular sector.

Many licensing agreements have been concluded between Poland and Western countries but only one such agreement—hay drying according to a Dutch process—is in effect in the agricultural sector. One other license is under negotiation with Sweden.

With the growth of Poland's economy and expanded trade with the West, increased purchases of advanced equipment and technology from the United States will take place. Better trading opportunities in the agricultural equipment field than are presently apparent may well present themselves.

Poland's agricultural land now totals about 50 million acres. About 86% is under private ownership, 1% is in cooperative farms and 13% in State farms.

Of the nearly 43 million acres held privately, 28% are in individual farms of less than 12.4 acres and about 40% from 12.4 to 24 acres. Of the remainder, only few farms are in excess of 40 acres.

Fertilizer use to triple

The use of fertilizer is expected to triple by 1970. A nitrate fertilizer plant with an annual capacity of about 800,000 metric tons (pure ingredient terms), supplied from the U.K., Austria and Denmark, currently is under construction. Payment terms are 8 years from delivery time in bi-annual payments, 20% with order. According to banking sources, credit of 12 years had been offered. Domestic artificial fertilizer production will be further supplemented by increased imports from the Soviet Union.

Agricultural output is to be expanded 15% with special emphasis on specific crop production. Cattle and hog production are to be increased. More agricultural exports are contemplated and grain imports are expected to be drastically reduced.

There are no current plans to change the structure of private farm ownership. The present law which prevents the subdivision of farms of about 17 acres into smaller units to avoid decimation will be continued. Marketing policies which require the larger farm units, such as those over 40 acres, to deliver to the State a higher percentage of their production than smaller units, all at prices below those prevailing on the free market, also will continue. These current quotas for smaller units are compulsory and paid for at prices of 21% to 63% below market, depending on the product involved. Quotas are applicable to grains, potatoes and meat.

Such quotas plus a progressively increasing land tax have the effect of preventing establishment of larger privately held farm units. Also, individual farms are not contiguous and peasants own small plots in various locations. No serious effort appears to have been made to improve this condition.

The forthcoming five-year plan provides for about 240,000 tractors in agriculture by 1970. This means that there will be one tractor per 185 acres of cultivated land, as against one tractor per 350 acres at present (110,000 tractors at end of 1964).

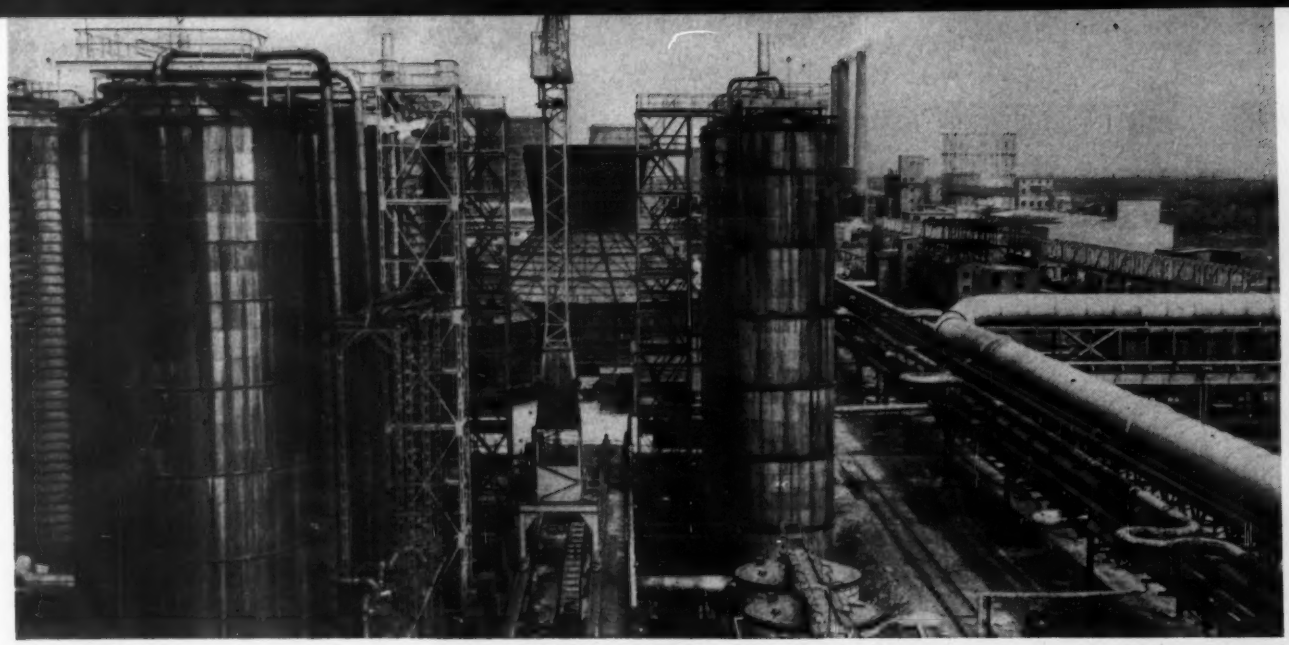
Associations to be strengthened

In the private sector, the use of "Agricultural Circles" will be strengthened. These circles, Government-sponsored voluntary associations of individual farmers, are established to acquire tractors and farm implements from the Government. Circles are required to pay only about 10% of the cost of any equipment bought; the remainder is paid by the Agricultural Development Fund.

This fund has been established out of profits realized by the Government through its sales of private farm quotas purchased below market. Such contributions by the Government in the form of equipment are made to the circles up to the total profit derived from the sale of the circles' individual members' quotas.

Any funds not so utilized by one circle are allocated to another circle willing to contribute the required 10%. Equipment owned by a circle is used by each member on a cost basis, and each circle may rent its equipment, at a higher rate, to nonmembers. Circles exist in 75% of the villages, reportedly, and 28% of all private farms participate. Present estimates are that 60% of the work on State land is mechanized—compared with 15% of the work on private land.

Long-term objectives are more agricultural schools, continued mechaniza-



POLISH AGRICULTURAL NEEDS outrun the production of such chemical fertilizer plants as this. The use of fertilizer is expected to triple in five years.

tion, bus lines, more trucking facilities for produce, mechanized animal production, greater use of fertilizer, mixed feed and the eventual elimination of the horse which presently is virtually indispensible for use in cultivation and transportation. There are 2.7 million horses on Polish farms today and 40% of tractor time is used for transportation. Poland's elaborate horse breeding establishments are designed to reduce the size of the horses, to reduce feed consumption.

Present farm machinery construction, which is on the increase, includes the entire range of horse drawn equipment, such as ploughs, discs, drills, mowers, potato diggers. Farm wagons with both rubber and steel wheels are available.

A 28-horsepower tractor with the usual attachments is now being replaced by a 45-horsepower model based on Czechoslovakian design and manufactured on Czech and Italian transfer lines. Present capacity is 20,000 tractors a year; projected, 60,000 by 1970.

Principal suppliers

Principal supplier countries for agricultural machinery are Czechoslovakia, USSR, Soviet Zone, Germany, Hungary, Bulgaria, Yugoslavia. Export markets, in addition to the countries just named, are India, Mainland China, Syria, Cuba; very limited quantities go to Italy, Belgium and France.

Principal categories of farm equipment traded are tractors, hay balers, spare parts, small tools, potato planters and diggers, mowers and grain cleaning equipment.

A number of interesting questions were raised by Polish officials with the Mission members.

Polish bankers, directors of foreign trade enterprises and plant directors all stressed their interest in manufacture of parts and components of U.S. design both for export to the United States and to third markets, stressing excellent workmanship and low cost. Such transactions have been concluded with important Western European firms in a variety of products including farm tractors. Such transactions will facilitate export to Poland of products manufactured by the purchaser. This concept merits exploration.

Officials of the Bank Handlowy and Polska Kasa Opieki (PKO) expressed their strong desire to establish banking relationships with U.S. banks similar to those in effect with banks of Western European countries. Currently, under the terms of the Johnson Act which regulates the granting of credits for U.S. exports, the maximum period for credits covering shipments to Poland is 180 days. Three-to-five-year credits and longer are granted by Western European banks to the 2 banking institutions just mentioned for certain exports to Poland, the exporter receiving cash payment on his sales. This method is regarded by the Polish banks as preferable to exporter credit. The Johnson Act and unavailability of export credit insurance were cited by these organizations as limiting a more rapid expansion of trade.

Between 300,000 and 500,000 new workers will enter the labor market annually in the future as compared with 70,000 until 1963. To provide for full employment Poland must double her industrial production, which now accounts for 50% of its exports over the next 5 years. This will mean the creation of 700 new manufacturing plants and substantial imports of equipment and technology.

Such increased imports must be accompanied by greater export efforts. CEKOP, a foreign trade enterprise, has been established to sell and construct complete plants abroad. Examples are a motorcycle factory in India, sugar mills, chemical plants, cement plants. Of such trade, 64% is with Socialist countries and the remainder principally with the lesser developed countries.

Cooperates with West

This organization is cooperating with Western European firms which supply either part of the technology or equipment to the order of CEKOP. Through such cooperation, CEKOP gains access to a particular market; the combination of lower Polish production costs, Western technology, and bilateral commodity or trade agreements often enables CEKOP to expand its exports to the less developed countries. The organization employs between 800 and 1000 persons overseas and would welcome opportunities to cooperate with U.S. firms.

Poland will become an increasingly more important supplier to the West and a market for U.S. products and technology. American equipment and know-how are well known and respected. Although Poland's foreign exchange position will necessitate careful and selective purchases from us, U.S. companies will find interesting trading opportunities through establishment of closer personal technical and commercial contacts.

Basic industries surging

Chemical industry will not be able to supply needs of agriculture this year

By NILS ANDERSON, Jr.

Debevoise-Anderson Co., New York, N.Y.

Poland is making great progress in the mining of coal and sulfur and in steel output. Strides also are being made in the use of crude oil and natural gas—for which Poland is almost totally dependent on the Soviet Union—in chemical production.

ANDERSON

During 1965 the chemical industry will not be able to supply the needs of Polish agriculture, as only 380,000 tons of nitrate and 332,000 tons of phosphate will be produced. Production of detergents, soaps, insecticides, and plastics, as well as other chemical derivatives, will jump.

Sulfur production will more than double, as a large quantity has been discovered in southeast Poland. Output of more than 400,000 tons is expected next year.

Coal at work

Located primarily in the Province of Silesia, coal provides an important and strategic industry for Poland. The better coking coals are near Gliwice or the southwestern part of Poland close to the boundary of Czechoslovakia. There are steam coals in and around Katowice, which the mission saw on its travels to and from various cities. Also, large deposits of brown coal are being exploited.

About 84% of the coal mined is used in Poland. Total production approximates 135 million metric tons, including some 20 million metric tons of brown coal. Neighboring countries receive around 8.5 million tons by rail and another 8.5 million tons is shipped by sea to the capitalist countries from the ports of Gdansk, Gdynia and Szczecin. More than 10 million metric tons are converted into coke for the steel industry and for foundry use. Almost all the foundries visited by the mission were using a coke briquet made from beneficiated low-grade coal —of uniform strength and size, however.

The mission visited a number of foundries, most of them in plants making engines, machine tools, and other industrial products. Although all foundries had the conventional cupolas, many had converted or were converting to hot blast cupolas. The old cupolas apparently were operating on 100% coal briquettes. The hot blast cupolas were able to use only a 50-50 mix, as the briquette has about 6% volatile matter which blocks up the recuperators. The largest cupolas with the hot blast had a diameter of about 60 inches.

All foundries were quite up to date in melting, but casting and molding were not as well automated.

Steel production

The Huta Im Lenina steel works near Krakow has a capacity of around 2.8 million tons. The Katowice area produces 3.5 million tons and other sections, perhaps another million tons.

The Lenin works has 5 blast furnaces, the largest able to produce around 3,000 tons a day. Its mix is composed of hot and cold rolled products for galvanized sheet, tin plate, plates for ship building and pipe, and wire products. It produces its own coke in 8 batteries of 64 ovens each. The cycle is 18 tons every 19 hours and 35 minutes. Two new batteries are being built for use in several months. Some coal from the Soviet Union is imported to mix with domestic coals. By-product chemicals are further processed at other plants.

Very little good iron ore is produced in Poland, although there are possibilities in the northeast. About 6 million tons of iron ore are imported from the USSR. High-grade ore, used mostly in the open hearth, is imported from India, Brazil and Sweden.

Soviet ore has an FE content of 50-55% and generally is so fine it has to be sintered.

Oxygen conversion is to be installed at the Lenin works and capacity is to be expanded at all planned projects to total 10 to 12 million tons of steel. A project for continuous casting has been postponed. Although the Poles need steel, they export a substantial amount and would like to export nominal quantities to the United States in order to obtain hard currency to buy U.S. products.

Activity in chemicals

The mission visited several chemical operations. Basic production of chemicals from coke oven by-products, crude oil, and natural gas apparently is quite up-to-date. Poland is depending on substantial increases of raw materials as well as intermediates and finished products. For instance at Plock, 2 million tons of crude oil has been processed in the year since August 1964 and an annual capacity of 10 million tons is anticipated by the end of the next five-year plan. A total of 450,000 tons of gasoline alone will be produced this year, increasing Polish production of petrol to 654,000 tons—a 50% advance.

Other products include kerosene, petroleum coke, diesel fuel and fuel oil. Synthetic products will be ethylene and glycol as well as polyethylene and other derivatives. Plock depends on the Friendship (crude oil) pipe line 15 kilometers away. This line originates at Kuybyshev in the USSR and continues on to East Germany.

Another complex, involving a natural gas line from the Western Ukraine in the USSR, will begin production at Pulawy early in 1966. The total production envisioned in the first few years is 2 million tons of ammonium nitrate and urea, and as soon as possible, 30,000 tons of polyvinyl chloride from acetylene.

The crude oil for Plock is said to have 3% sulfur but the natural gas for Pulawy has few impurities and is cheap. The gas line also will continue to East Germany. Other major chemical plants are at Kedzierzyn, Tarnow, and Oswiecim.

OTHER MISSIONS ABROAD

U.S. Trade Missions are at work this month in Malaysia and Hong Kong and in Ethiopia and Sudan.

Full reports of the two Missions' findings will appear in INTERNATIONAL COMMERCE soon after the groups return to this country.

Institute for foundry research in Krakow aids quality drive

Founded in 1946, organization tests technologies, materials

By NILS ANDERSON, Jr.

The Foundry Research Institute, founded in Krakow in 1946 to serve Poland's developing foundry industry, has been extending the scope of its research work, increasing its scientific staff, and adding to its equipment.

At present, the Institute consists of three principal units: The Institute proper —an industrial scientific-research unit— and two experimental departments.

Research is carried out in the two departments—the Technological Division and the Material Determination Division.

Technology

The Technological Division has the following research departments: General Technology, Molding and Ceramic Materials, Mechanization and Automation, Non-Ferrous Casting, Center for Standardization in Founding, and Department of the Economy of the Foundry Process.

The Material Determination Division is comprised of the following departments: Cast Iron, Cast Steel, Physics of Metals, Chemistry of Metals, Design and Testing of Castings, the Centre of Technical and Economic Information on Founding, and the Section of Patents, Inventions and Rationalization.

The Institute has at its disposal the Experimental Shops, and the Experimental Department for Technological Processes and Equipment whose task is to test new technologies and materials on a semi-technical scale and to render various services to industry.

Serves foundry industry

The research work of the Institute is concerned strictly with the tasks of the Polish foundry industry, in modernizing technologies, raising the quality of castings, increasing mechanization and improving work conditions.

In foundry technology, the fundamentals of molding at high pressures, vibropressing of sand molds, technology of manufacturing cores in hot boxes and the processes of the self-binding and rapid binding of molding sands are investigated.

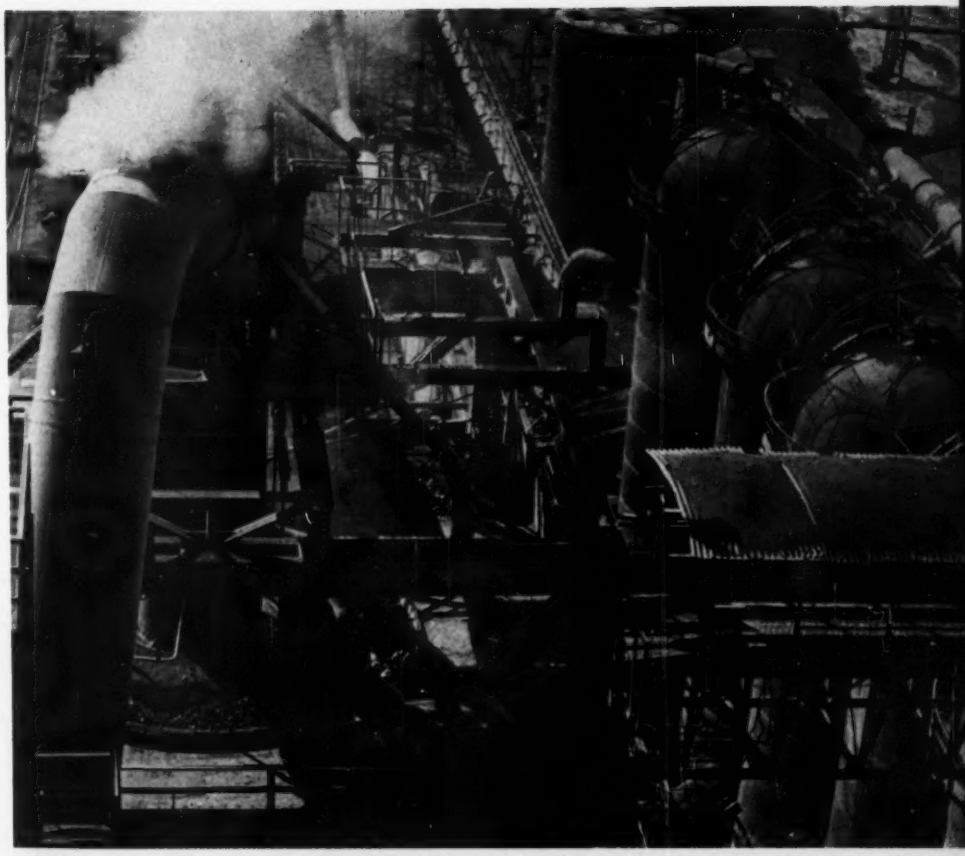
The research also contributes to modernization of existing foundry machines and equipment. To increase the dimensional accuracy of castings, precision casting in ceramic molds, casting of aluminum alloys at low pressures, and die casting are studied.

Selected alloys

Work is directed toward selection of casting alloys best suited to the increasing requirements of the engineering and metallurgical industries. The research is within the range of ferrous as well as nonferrous metals and alloys.

The Institute's many-sided services include giving expert opinions, carrying out laboratory tests, and making design and technological documentation for new products and equipment. Some precision castings are produced for the industry as well as castings of special alloys not yet produced in industry.

Some foundry equipment—such as gluing machines, permanent mold casting machines, or small pressure die casting machines—is made. Production of control-measuring apparatus began last year.



FOUNDRY IN SZCZECIN and other foundries in Poland benefit from a national research institute's work. The Institute gives expert opinions, conducts laboratory tests, and officially documents new products.

Some exports to Poland may require approval

Many commodities may be exported to Poland under General License, but specific prior approval of the Department of Commerce may be required in some instances.

Also, the specific prior approval of the Department is required before unpublished technical data may be exported to Poland even for the purpose of quoting on a proposed transaction.

Firms interested in this market should confer with the Office of Export Control (BIC-8500) in the Bureau of International Commerce or with any of the Commerce Department Field Offices before conducting extensive negotiations. All contracts should be made conditional upon obtaining an export license when and if required.

Poland's rapid industrialization changes economic structure

Postwar period transformed country from chiefly agrarian to essentially industrial; 35% of trade is with Free World

By LEON LEWINS
Bureau of International Commerce

Poland's economic efforts in the postwar period have been concentrated on rapidly industrializing the country.

LEWINS

This emphasis brought about a fundamental change in the national economic structure; it transformed Poland from a primarily agrarian to an essentially industrial economy. The gap in economic development which divided Poland from the industrialized countries before the war has been appreciably narrowed.

The financial basis of Poland's trade with the United States also has been changing in recent years. U.S. sales have been gradually shifting from those made under PL 480 agreements to transactions on a purely commercial basis.

Growth rates high

During the postwar period, 1945-65, Poland allocated a large share of its national income for capital investment. Polish economists estimate that between 1949 and 1963 some $40 billion were spent on developing the economy. The high growth rate of Polish industrial output is attributable to this investment and to the fact that postwar industrialization started from a very low level.

The following average annual rates of growth, according to Polish statistics, were registered for the 1951-63 period: National income, about 7%; investments, 9.4%; industrial production, 11.8%; agricultural output, 3%, and foreign trade, 8.5%. Except for foreign trade which was calculated in current prices, the indicators reportedly were computed in constant prices.

Imbalances created

Poland's vigorous economic growth, however, was accompanied by grave errors in planning and investments. These mistakes created serious imbalances in the economy.

In the 1950-53 period, for example, there was a heavy concentration of outlays in producer goods industries, to the detriment of those in the consumer goods field. About 86% of total investments in those years were allocated to heavy industry, including machinery and semimanufactures. But the latter could not be fully utilized because of the failure to provide adequate facilities and resources for production of end-products.

Also, a great deal of the produced machinery could not be installed and the accumulating inventories were clear evidence of the growing disparities in the Polish economic structure. The resultant waste necessitated shifts and regroupings in the investment pattern with a consequent slackening in the rate of Poland's economic growth. Even now, the problem of disproportionate development between economic sectors has not been fully solved.

Dependent on foreign supplies

Although Poland imports the equivalent of about 17% of its national income, the basic branches of Polish industry are rather heavily dependent upon foreign sources for raw materials. The iron and steel industry, for example, imports 87% of its iron ore and all of its manganese ore and tin. The nonferrous metals industry imports 37% of its zinc concentrates, 100% of its tin, and a high percentage of its copper and aluminum. The petroleum refining industry imports 93% of the needed oil and liquid fuels.

The chemical industry imports 97% of its phosphatic raw materials and all of the potash fertilizers; light industry imports all of the needed cotton, 83% of the wool, 41% of the required hides and leather, 41% of the oil seeds used by the fats industry, and all of the cocoa bean needed for the confectionery industry.

YOUNG POLAND SEES AN INDUSTRIAL NATION rather than the rural land the past generation knew.

In addition, Poland's emphasis on industrialization, modernization and qualitative improvement of manufactured products has created a large technological demand. A substantial part of this demand for modern industrial equipment and advanced technical know-how is satisfied by the West.

Current inprovement shown

During the 1953-63 decade Polish imports exceeded exports, causing serious balance of payments problems. In addition, a bad crop and difficulties in the agricultural sector in 1962 adversely affected the rate of industrial growth. By 1964, however, the situation improved and Poland recovered from some of its economic difficulties in 1962-63. Industrial production regained the high growth rate registered in the 1958-61 period, although agricultural output improved rather slowly.

Also, the balance of foreign trade improved significantly. In 1964 Poland registered a favorable balance in its total foreign trade, for the first time since 1953. This reflected a substantial balance in favor of Poland in its trade with the bloc, as well as a considerably smaller deficit in its trade with the West. This trend has continued into 1965.

Trade with Western Europe rises

About 65% of Poland's foreign trade turnover is with the Sino-Soviet bloc and 35% with the West. The Euopean bloc countries account for about 60% of Poland's total foreign trade; the USSR, the country's biggest trading partner, accounts for about one-third of its total trade turnover.

Poland's trade with the West also has been rising in recent years, especially with Western Europe. This trend has been spurred by the country's needs of capital equipment and certain raw materials not available in the bloc, as well as hard currency markets for its products. Increases were particularly notable in Poland's trade with Britain, France, Italy, Finland, and Austria.

With U.S., under P.L. 480

Since 1957 U.S. trade with Poland has grown substantially, owing mainly to a series of credit and sales agreements under Public Law 480, Title I. Under these agreements during 1957-64, about $538 million worth of U.S. surplus agricultural commodities were sold to Poland for local currency reserved for U.S. Government uses.

A feature of the U.S. agreements with Poland is the Polish commitment to reconvert the zlotys and pay the United States in dollars, the balance of unspent U.S. Government-owned zlotys. The first such dollar payment to the United States is scheduled for 1967.

Title I agreements are no longer available to Poland. When Congress extended Public Law 480 in September 1964 the law was amended on the one hand to deny Poland Title I purchases for local currency and on the other to permit dollar credit sales to Poland under Title IV, with credit up to 5 years. Before this change, however, U.S.-Polish trade relations already were gradually shifting to transactions on a purely commercial basis.

Market profile—Poland

Government: A Communist People's Republic, similar to that of the USSR, based on a constitution promulgated in 1952. Parliament (Sejm, pronounced "same"), unicameral body of 460 members, declared to be supreme organ of State authority; actually, real power rests in Politburo of Polish United Workers' (Communist) Party.

Area: About 120,000 square miles (slightly less than that of New Mexico).

Population, 1964: Estimated at 31 million, of whom some 14.3 million were employed as follows: about 6.3 million in agriculture and forestry; 8 million in non-agricultural pursuits, including 3.5 million in manufacturing, 852,000 in construction, 774,000 in transportation and communications, 775,000 in domestic trade, and 1.5 million in services.

Principal cities: Warsaw, capital and largest commercial center, 1.2 million population at mid-1964; Lodz, 737,000; Krakow, 509,000; Wroclaw, 466,000; Poznan, 432,000.

Income, 1964: GNP estimated at about $27 billion; per capita income about $870, a little over one-fourth of that in the U.S.

Currency: Polish zloty (24 zlotys to $1 for tourists; 4 to $1 in foreign trade official calculations). Foreign exchange reserves are low and balance of payments situation is difficult. Polish currency is not convertible and Poland is not a member of the International Monetary Fund.

Agriculture: Principal products grown are wheat, rye, barley, oats, sugar beets, and potatoes. Harvest in 1964 (in millions of metric tons): Wheat, 3.1; rye, 7,0; barley, 1.2; oats, 2.2; sugar beets, 12.6; potatoes, 48.1.

Principal mineral production, 1964 (in millions of tons): Coal, 117; lignite, 20.3; coke, 14.2; iron ore, 2.7. There are deposits of zinc, copper, lead, sulfur (extensive veins discovered recently), and some petroleum.

Industry: Owing to postwar intensive industrialization, Poland is now among the more industrialized countries of the Soviet bloc in East Europe, producing a wide range of consumer and industrial products. Selected items of 1964 production: Crude steel, 8.6 million tons; rolled products, 5.7 million tons; autos, 20,600; trucks, 26,700; tractors, 19,200; railway freight cars, 15,700.

Transportation: All major transportation facilities are state owned. Railroads carried 79,059 million ton kilometers of freight in 1964. Airlines handled 209.2 million passenger kilometers. Freight turnover of merchant fleet, 55,222 million ton kilometers.

Exports, 1964: Valued at $2.1 billion (at official exchange rate); $207.9 million to Common Market countries; $128.5 million to United Kingdom; $54.2 million to United States. 61% of total exports went to the Soviet bloc.

Imports, 1964: Valued at $2.1 billion; $187.1 million came from Common Market countries; $82.2 million from United Kingdom; $138.0 million from United States; including about $71.6 million of surplus agricultural products under PL-480 credit agreements. 60.7% of total imports came from Soviet bloc.

Conditions of trade: Foreign trade is a Government monopoly. It is conducted by State foreign trade agencies in accordance with the national economic plan developed for entire economy.

About two-fifths of Polish imports come from the Free World

Polish imports by geographic region, 1958-64

In percent

Place of origin	1958	1959	1960	1961	1962	1963	1964
Total world, value, in millions	$1226.8	$1419.6	$1494.9	$1686.7	$1885.4	$1979.0	$2072.2
Total world, percent	100.0	100.0	100.0	100.0	100.0	100.0	100.0
Sino-Soviet bloc	56.4	63.3	61.8	58.7	63.0	66.7	60.7
European bloc[1]	53.0	58.8	58.1	57.1	61.3	64.9	58.9
U.S.S.R.	27.2	31.9	31.1	29.0	30.6	32.7	31.0
Eastern Europe	25.8	26.9	27.0	28.1	30.7	32.2	27.9
Asiatic bloc[2]	3.4	4.5	3.7	1.6	1.7	1.8	1.8
Free World	43.6	36.7	38.2	41.3	37.0	33.3	39.3
Industrial countries[3]	35.2	28.1	28.9	31.2	27.0	25.2	28.3
United States	8.3	5.0	5.6	7.2	4.2	4.4	5.5
Canada	[4]	1.1	1.1	1.9	1.6	0.8	2.2
France	1.7	1.3	1.7	1.2	1.3	2.3	2.2
Germany, Fed. Rep.	5.5	4.7	4.8	3.9	3.3	3.0	3.5
Italy	1.6	1.3	1.5	1.8	1.6	1.8	1.6
United Kingdom	6.8	6.1	5.9	6.1	6.3	5.3	4.0
Others	11.3	8.6	8.3	9.1	8.7	7.6	9.3
Developing countries	8.4	8.6	9.3	10.1	10.0	8.1	11.0

[1] Albania, Bulgaria, Czechoslovakia, Hungary, Rumania, Soviet Zone of Germany, USSR.
[2] Communist China, North Korea, North Viet-Nam, Outer Mongolia.
[3] Australia, Austria, Belgium, Canada, Denmark, Finland, France, Germany (Fed. Rep.), Italy, Japan, Luxembourg, Netherlands, New Zealand, Norway, Sweden, Switzerland, United Kingdom, United States.
[4] Less than 0.1%.

Source: Glowny Urzad Statystyczny, *Statystyka Handlu Zagranicznego* 1964, Warszawa, May 1965.

The availability of Title I agreements helped Poland to increase its cash purchases from the United States. Also, the growth of Polish exports to the United States, from about $29 million in 1957 to some $54 million in 1964, contributed to the rise of Polish commercial purchases in this country. In 1964, the last year of its eligibility for Title I purchases, Poland bought $65 million worth of U.S. goods on a strictly commercial basis.

Interest in joint ventures

Recently, Poland has shown considerable interest in some form of cooperative production and investment arrangements with Western firms. This development is not unique to Poland. Other East European bloc countries have been similarly interested in joint ventures.

In Poland, the stimulus for such arrangements appears to stem from the need to sustain a high rate of economic growth. This rate is becoming more difficult to maintain as the country's industrialization advances.

Poland is also beginning to feel the effects of the high birth rate experienced immediately after the war. During the next plan period, 1966-70, Poland needs to provide about 1.5 million new jobs to accommodate the maturing generation that will be entering the labor force. But Poland's available capital resources are inadequate to meet the mounting costs of creating the required number of new industrial jobs. Joint ventures with Western firms, therefore, are sought as a way out of a difficult situation arising from surplus labor and scarce capital.

Poland reportedly has concluded a number of agreements with West European firms. In these co-production arrangements the Western firms supply machinery, technical designs, raw materials and semi-finished components. The Polish State, however, remains the sole owner of the enterprises. The Western firms are paid for their capital investment and technical assistance in the form of finished products. The Western firms also may have a share in the profits of the co-production enterprise and retain marketing rights outside the Communist bloc area.

Senate staff counsel was mission aide

The six-man U.S. Trade Expansion Mission to Poland and Rumania was accompanied in both countries by Michael Pertschuk, Staff Counsel for Trade and Trade Regulation, U.S. Senate Committee on Commerce. Pertschuk served as consultant for the Mission.

PERTSCHUK

Born in London, he is a graduate of Yale and the Yale Law School, where he was an instructor in 1958-59. He was engaged in private law practice in Portland, Oreg., 1960-62.

Before taking his present position, Pertschuk was Legislative Assistant to Senator Maurine Neuberger.

State is trader in Rumania

All foreign transactions must be channeled through the Government

By DENIS A. COOPER
Deputy Director of Mission

Rumanian import and export activity is planned and carried out by state trading companies, each having a specialized field of economic activity which is centered around specific products and commodities. Businessmen desiring to buy or sell in Rumania must contact the trading company which handles the particular commodity concerned, and conduct all subsequent dealings through the company.

Each of these companies will provide a prospective buyer with samples of Rumanian goods, and arrange for plant visits and will furnish specifications for products Rumania wishes to buy. Many of these state trading agencies maintain agents abroad, including some Western countries.

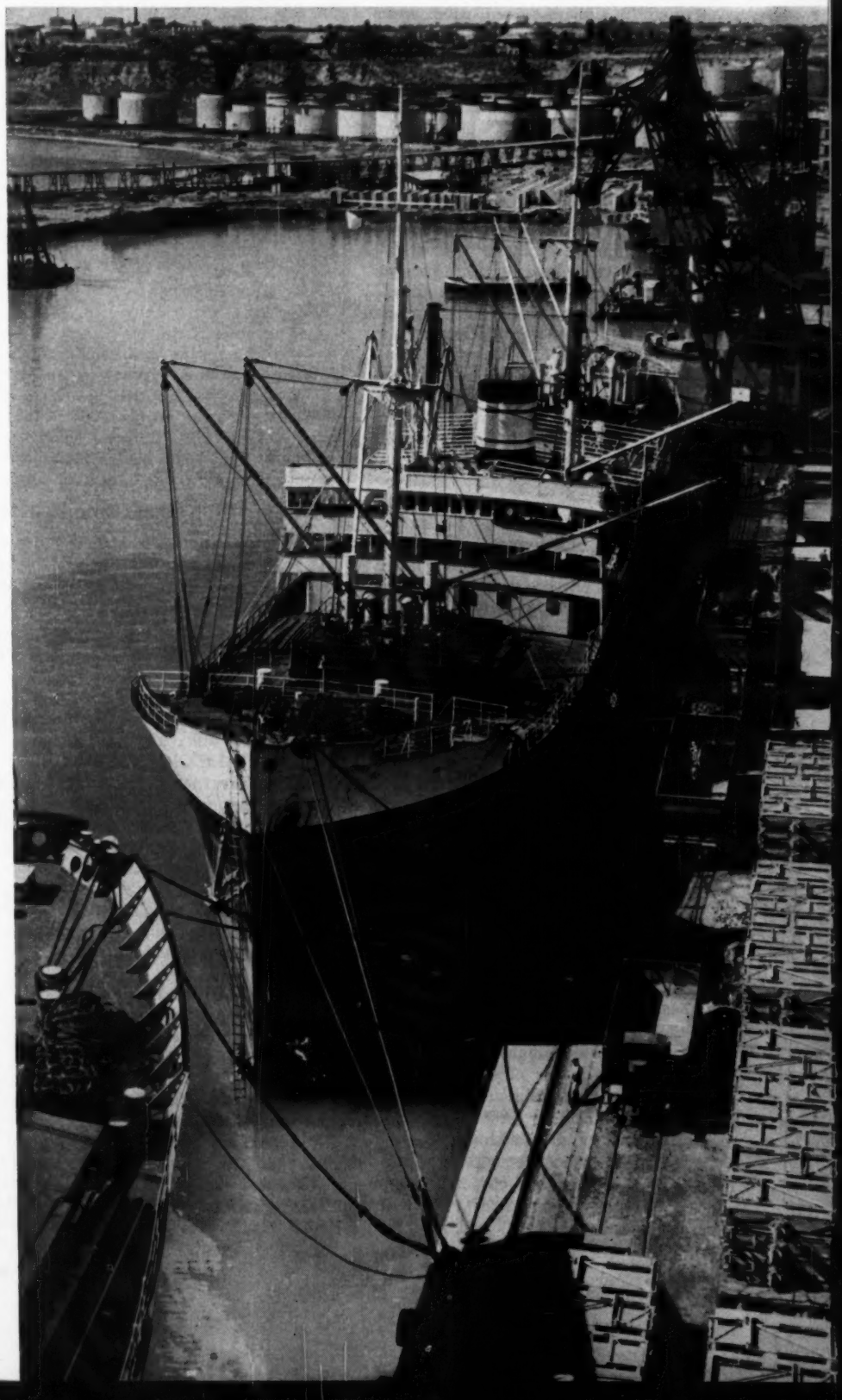
All buying and selling negotiations regarding quality, price, terms of sale and delivery are carried on with the state trading company. Moreover, negotiations must often be held with more than one state agency. For instance, the U.S. seller of plant equipment for a shoe company may have to negotiate the technical and engineering aspects of his equipment with the agency which represents the shoe industry, and subsequently negotiate such commercial aspects of the transaction as price, delivery and financing terms with Machinimport.

Accounts with Rumanian Foreign Trade State Companies are settled through the National Bank (Banca Nationala a Romaniei) which has correspondents in major commercial centers of the Western World. This bank will also, under certain conditions and for a fee, guarantee credits extended to any of Rumania's foreign trade companies.

State shipper

For shipping of goods, Romtrans, a Rumanian State Company engaged in international shipping, acts as freight forwarder and carries out various operations in connection with shipping and formalities.

For quality and quantity control, in-



SHIP AT CONSTANTA carries cargoes to and from nation of 18,900,000. Major transport facilities in Rumania are state-owned and operated, and entire foreign trade activity is Government monopoly.

cluding packaging, loading, unloading and storing of goods, a businessman should contact the OCM—Goods Control Office, Bucharest, 22, Bd. N. Balcescu, which, upon request and for a fee, will provide any of the following services:

- quality control;
- quantity, dimension and specification control;
- laboratory analysis;
- supervision and/or inspection of packaging, loading and storage;
- supervision of means and mode of transportation.

Patent protection

Patents and trademarks may be protected in Rumania by appropriate registration with the Bureau for Foreign Patents and Inventions. This Bureau operates under the authority of the Chamber of Commerce (Camera de Comert), a State institution whose membership consists of the earlier mentioned foreign trade organizations, as well as domestic trade and economic organizations. The Chamber of Commerce will also supply information on trade possibilities with Rumania, and render various commercial services such as issuance of certificates of origin.

The Chamber of Commerce also maintains an Arbitration Commission which, by agreement between the parties concerned, is prepared to settle disputes arising from foreign trade operations.

U.S.-Rumanian trade issues need clarification

Certain trade issues require clarification if U.S.-Rumanian trade is to be facilitated and expanded, the Mission reports after discussions with a number of Rumanian officials including the Minister of Foreign Trade.

MFN treatment

Foremost among these is the extension by the United States of normal tariff treatment to Rumanian goods entering the United States. This issue was vigorously pressed by Rumanian officialdom as an overriding economic problem requiring urgent solution if Rumania is to be enabled to pay for the goods it intends to import from the United States.

Foreign Assets Control

Another issue raised is the alleged trade barrier resulting from the practical application of the Foreign Assets Control regulations of the U.S. Department of the Treasury. Proper evaluation of the origin of Rumanian products entering the United States appears, therefore, equally to be a matter for consideration.

Export licensing controls

Many commodities may be exported to Rumania under General License, but specific prior approval of the Department of Commerce may be required in some instances.

Also, the specific prior approval of the Department is required before unpublished technical data may be exported to Rumania even for the purpose of quoting on a proposed transaction.

Firms interested in this market should confer with the Commerce Department Field Offices or the Office of Export Control (BIC-8500) in the Bureau of International Commerce before conducting extensive negotiations. All contracts should be made conditional upon obtaining export license when and if required.

Food and Drug Administration rules

The Mission noted that, as with other exporting countries unfamiliar with the U.S. market, application of the Food and Drug Administration regulations has caused temporary frustrations for Rumanian exporters. These problems, however, are likely to be resolved by experience gained by the Rumanians on a case by case basis.

Most important listed

These are Rumania's most important State Foreign Trade Companies:

AGROEXPORT, Bucharest, 2 Strada Ion Ghica, imports seeds and exports cereals, fodder, medicinal herbs, aromatic plants, and seeds.

CHIMIMPORT, Bucharest, 10 Bd. Republicii, imports and exports chemicals and related products, essential oils and cosmetics; also exports calcium carbide, bleached reed pulp and sulphate.

EXPORTLEMN, Bucharest, 4, Piata Rosetti, imports and exports lumber and products of all Rumanian woodprocessing industries and exports bentwood furniture.

FRUCTEXPORT, Bucharest, 17, Academiei Street, exports products of the food industry and vegetable farming, wine growing, bee-keeping, fish farming, poultry breeding and stock farming.

CARTIMEX, Bucharest, 14-18 13th Decembrie Street, exports carpets, books and publications, handicraft articles, paper of various types, cardboard, records and paper products, and imports musical instruments and office and sport supplies.

INDUSTRIALEXPORT, Bucharest, 2 Gabriel Peri Street, exports machines and industrial equipment, installations for complete factories, vessels, tanks, drilling rigs for prospecting, exploration and extraction, oil field equipment and fishing equipment.

MASINEXPORT, Bucharest, 7, Magheru Bd., exports machine tools, agricultural and electrotechnical equipment and rolling stock.

MASINIMPORT, Bucharest, 13th Dacia Bd., imports machines, industrial equipment and complete industrial installations.

METALIMPORT, Bucharest, 42, Gheorghiu-Dej Bd., imports and exports ferrous and nonferrous metals.

MINERALIMPORTEXPORT, Bucharest, 3 Colonadeler Street, imports ores and cokes and exports building materials and mining products.

PETROLEXPORT, Bucharest, 42, Gheorghiu-Dej Bd., imports and exports oil and oil products.

PRODEXPORT, Bucharest, 5-7 Gabriel Peri Street, exports foodstuffs, wines and liquors. Its export list includes a great variety of products ranging from sunflower seed oil, canned as well as frozen fruit and vegetables, jams and gelees, frozen poultry, caviar, and other food products. This company also imports breeding animals, citrus fruit, fish and canned fish products.

ROMANOEXPORT, Bucharest, 4 Piapa Rosetti, exports Rumanian light industrial products, such as building materials, cement, glass, textiles, textile yarns, shoes and clothing, and imports hides, wool, cotton, synthetic fibres and fabrics.

TECHNOIMPORT, Bucharest, 5th Doamnei Street, imports technical goods, transportation equipment and tools, technical articles, various kinds of paper, and exports tires, ball bearings, paper bags and other products.

BUCHAREST MACHINE TOOL FACTORY, newest and best equipped in Rumania, is about three years old. It employs 1,500 persons. Its specialty is a 1250 mm. vertical turret lathe. Mission visited plant.

Rumanian interest in U.S. machine tools points to potential export market for U.S. manufacturers

Need exists for expanded two-way trade to generate dollars essential for purchases of American equipment

By JAMES O. ELLISON
Harron, Rickard & McCone Co.
San Francisco, Calif.

The market for U.S. machine tools in Rumania looks promising but that country is also interested in exporting a limited number of its own machine tools to the U.S.

While Rumania's need for new machine tools is great, it should be stressed that individual plants cannot buy new machines on short notice.

Equipment purchases are controlled by the state and specific items must be in the plan for the national economy and must have extensive approval before purchases can be made.

Even with a promising market several problems must be considered. The first is the need for expanded two-way trade so that Rumania can generate the necessary dollars to buy U.S. machine tools.

Visiting sales engineers

Top U.S. sales engineers direct from machine tool plants should visit Rumania and sell only after studying needs and ways to fill the needs with the right tools.

Suggested methods of selling U.S. tools to Rumania need amplification. The Rumanians are wary of middlemen who are salesmen and not technicians. Technical details are a necessity. On many occasions, the European licensee or representative of an American industry will call in Rumania with a catalog but without facts. Poor impressions are created and no business results from this type of contact.

Rumanians fear that U.S. machine tool builders may plan a quick two or three-day trip and leave without effecting a good exchange or an order. This would be an undesirable way to approach this market.

How does the Mission feel?

It would seem that 10 days or more would be appropriate for the first call. Advance appointments and hotel reservations should be made. April, May, September and October are the best months for business trips to Rumania.

Interpreters provided

U.S. builders wishing to visit Rumania should write: MASINIMPORT, Dept. 31, Bucharest, Rumania. Attn: Director-General. The Rumanian Chamber of Commerce has advised that it will provide interpreters for visiting U.S. businessmen.

The five metalworking plants visited by the Mission were:

FABRICA DE MASINI UNELTE SI AGREGATE, BUCHAREST—This plant which manufactures machine tools is said to be the newest and best equipped in this field in Rumania. Its products are vertical turret lathes; 1250 mm. transfer lines; horizontal boring, drilling and milling machines; and vertical boring mills to 3,000 mm. The plant is about three years old and employs 1500.

The 1250 mm. vertical turret lathe is the plant's own design. This machine is roughly the size and horsepower of a Bullard 42 in. spiral drive V.T.L. built during the early 1940's. It does not fall in the range of any of the vertical turret lathes currently built in the U.S.

Less expensive

It is lighter and less expensive and has some interesting features, such as 315 r.p.m. spindle speed, four-day rapid traverse on turret head and side head, pendant control. It would seem that this machine should be investigated and considered for the U.S. market. The sale of the machine is handled by Machinexport of Bucharest.

Additional details and observations on the visit to this plant will be passed along to interested parties in the U.S. machine tool industry in discussion sessions.

"AUGUST 23RD" PLANT, BUCHAREST—This is a large and diverse metalworking complex with about 11,000 employees, foundries and forge shop, large steel fabricating shops, and small, medium and heavy machining facilities. Products include railroad equipment, locomotives, tank cars, air brakes, diesel engines; com-

BRASOV TRACTOR FACTORY output is the product of a plant force of 11,000 workers. The Brasov plant has its own foundries and forge shop. Mission members also visited a truck factory in Brasov.

plete cement plants—components for other Rumanian industry.

This plant represented a good exposure to heavy metalworking machining and methods in Rumania.

"MAY 1ST" PLANT, PLOESTI—This large plant with approximately 12,000 employees manufactures oil drilling rigs. It also produces other oil field equipment such as cementing machines and flame arresters. It has its own foundry and forge arresters. It has its own foundry and forge.

The Mission spent most of its time at the plant in the machining departments, getting good exposure to medium to large machining techniques.

"RED FLAG" TRUCK PLANT, BRASOV—A good example of reasonably integrated truck manufacturing plant with approximately 11,000 workers. The principal product is three and five ton trucks of modern design and engines for buses. The same V8-145 horsepower engine is used in the trucks and buses in Rumania.

The plant manufactures the engine, chassis, transmission, differential, cab and fenders and assembles the finished truck. Production is 80 to 100 trucks a day. There are plans for considerable expansion of this plant.

This was a good exposure to high quantity production and transfer lines in use were seen for the first time.

"BRASOV TRACTOR FACTORY," BRASOV—This integrated plant, employing approximately 11,000, has its own foundries and forge shop. It makes the engines, transmissions, chassis, and assembles the finished tractor. The engines are diesel. The injectors are made in another plant and shipped to Brasov completely assembled and tested ready for installation on the engine. Transfer lines are used extensively in the engine manufacturing shop.

Noting contradictions

In visiting metalworking plants here, a number of interesting contradictions come to light. Some equipment and methods viewed alone give an erroneous impression of their ability to manufacture a competitive end product.

A more general view of Rumania's metalworking capability taken as a whole would tend to establish the country as very capable and on its way up.

If the right fields and products are chosen and efforts concentrated accordingly, Rumania will have to be recognized as competitive in world markets.

The Mission tried to discover what specific items were of current interest and approved for purchase. The following items are on the current "Ready to Buy" list and interested U.S. manufacturers should proceed with a study of licensing probabilities and contact the Rumanians if there is an interest in negotiating.

"Ready-to-buy" articles

The articles include contour milling machines for steam and hydro-turbine blades; broad range of heat treating equipment including furnaces and controls; complete plant equipment for manufacturing hi-speed steel twist drills to 20 mm. diameter;

Foundry equipment for hi production truck and tractor iron castings, hi production tractor cleats or track links and similar cast steel parts, and large steel and grey iron castings; microfinishing equipment for crankshafts and camshafts; machines for threading A.P.I. couplings and drill stems.

In addition to the above specific requests furnished the Mission by Masinimport, reference to interest in complete plants was made by the Minister of Foreign Commerce Gheorghe Cioara.

Citing examples of the kinds of plants which Rumania plans to buy in the next five years, the Minister mentioned the following in the metalworking field:

Railroad car wheel plant; electric power cable plant (presumably for power transmissions); glass container plant; sugar refinery; polished and drawn glass plant; welding electrode plant; continuous steel casting unit; oxygen converter for steel making; small electric motor plant; woolen knitwear plant; and edible oil processing plant.

Large expenditures planned

Cioara emphasized that these were only examples taken from a large list of plants and equipment for which Rumania expects to spend several billion dollars in the next five years. How much of this overall sum will be spent in the U.S. depends on many factors having to do with dollar credits, trading relations and our competitive position against other bidders.

Obviously the U.S. machine tool builders will have considerable work to do if the Rumanian market is to be developed. It is unlikely that any U.S. businessman will go home with an order on the first trip, or perhaps the second. However, there is still much ground floor here and the U.S. machine tool would fit on it very nicely.

Bucharest's state-owned "Electronica"

Rumanian wood and petroleum products can compete worldwide

Furniture exports jumped from $25,000 to $400,000 in two years; State trading agencies will supply descriptive material

By NILS ANDERSON, Jr.
Debevoise-Anderson Co., New York

Several of Rumania's industries are producing highly competitive goods which do well on the world market. Increased exports would provide Rumania with more foreign exchange to help defray the costs of her expected rise in purchases of U.S. machinery.

Most Rumanian products are not competitive in the U.S. today because they do not receive most-favored-nation treatment.

Wood products, petroleum and its derivatives, and agricultural goods each account for about a quarter of the value of Rumania's exports.

Among wood products, furniture exports have zoomed from $25,000 to about $400,000 in the last two years, and are expected to top $1 million in 1966.

Plywood production totals 220,000 cubic meters and is mostly beech. Production is scheduled to be doubled in five years. Top notch hot pressing equipment is used and the glue is either a phenolic or urea resin glue. Exports of plywood to Britain amount to 50,000 cubic meters with a similar amount going to the rest of the western countries. There is no immediate need to sell to the U.S., but as her plywood output rises Rumania will probably be attracted to the U.S. market.

However, the state trading agency dealing in wood products (Exportlemn), is most anxious to sell Rumania's other wood products in the U.S. They told the mission they would be happy to send descriptive literature to interested parties.

Base for others

Rumania's annual crude oil production is running at 12.5 million tons, and natural gas output has reached ten billion cubic meters per year. In addition to furnishing a large share of Rumania's exports, this industry provides a base for great possibilities in many other industries, such as chemicals, plastics, synthetic rubber, fertilizers, antifreeze such as ethylene glycol or methanol, adhesives for gluing plywood, insecticides, and medical products.

Because of Rumania's strong position in chemicals based on petroleum and natural gas, they are able to make urea formaldehyde, phenol formaldehyde, polyethylene, polyvinyl chloride and other materials. Thus, they have molding products, adhesives, laminating materials other than plywood—paint and varnish resins and many other products listed by Chemimport. The plant equipment in this industry is up to date.

Synthetic rubber production has risen 1600% since 1948.

Chemicals

Rumania has been an up to date producer of chemicals, once again largely due to their large resources of oil and natural gas. They are anxious to sell many chemicals and can buy special chemicals from the U.S. The mission visited the Petrochemical Combine at Brazi, where benzene derivatives and ethylene products are made. A pictorial and statistical description of this industry can be obtained through the Commerce Department's Trade Missions Division, or direct from Chemimport.

A complete line of by-product coke chemicals is produced from light oils at the coke and steel plants.

The Rumanian steel industry is scheduled for expansion. Rumania is not self-sufficient in steel making raw materials. Iron ore and coal are imported for making coke, mostly from neighboring countries. Some coke and coal is imported from the U.S. The industry is interested in new technology such as oxygen conversion and continuous casting. Interested American parties should contact Masinimport.

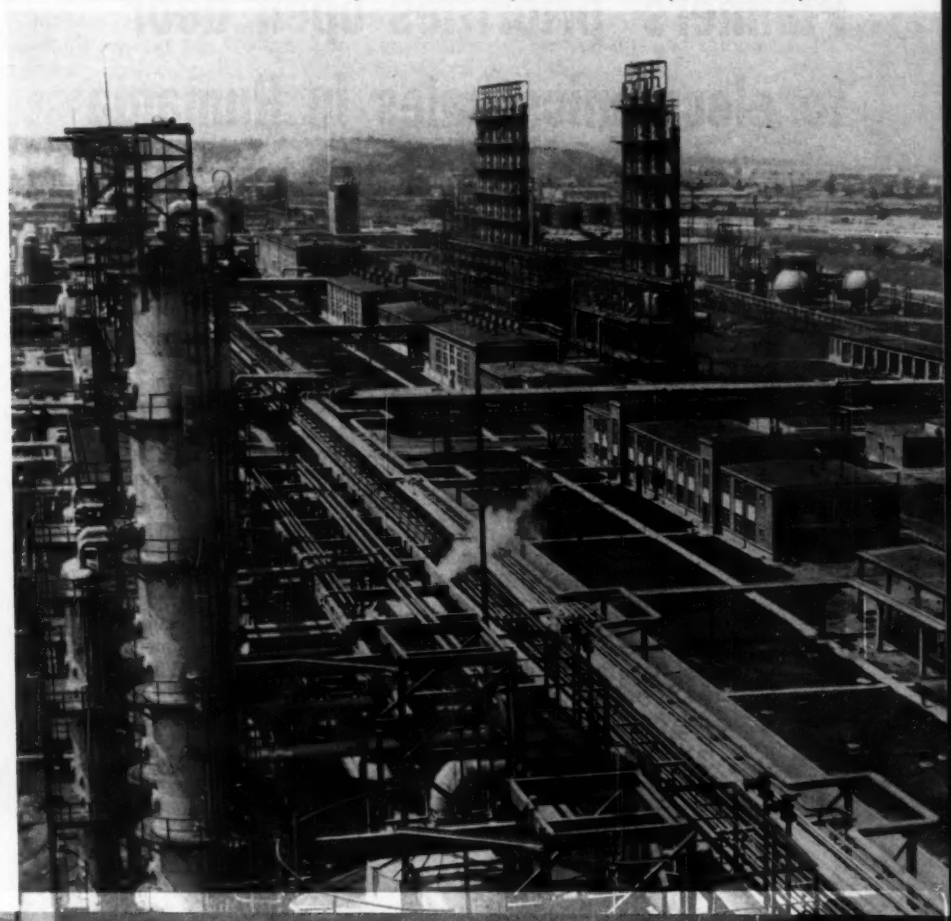
Want the latest

At the truck and tractor works and foundries, everyone was interested in new equipment and technology. Foundry coke is imported from neighboring countries and delivered by rail.

The production of ammonium sulphate and ammonium nitrate is substantial. Synthetic ammonium will be increased, and urea output may be so high that as much as 100,000 tons could be exported in 1966.

Mixtures for local use require calcium, potassium phosphate and ammonium products.

SYNTHETIC RUBBER FACTORY is based on Rumania's crude oil resources. The annual production of crude oil is now about 12,500,000 tons. Synthetic rubber output has soared in past 15 or 20 years.



COIL-WINDING PROCESS is inspected by a skilled Rumanian worker. The country is giving a high priority to its electrical and electronics industries. Components production is of special interest.

Planners' priorities open door to electronics sales in Rumania

Linguistic, ideological twists compound normal trade problems; fairly long visits by technically-proficient Americans should bring results in Rumanian market, if properly followed-through

By THOMAS P. COLLIER
Thomas Collier & Assoc., Los Angeles

Rumania is giving high priority to her electronics industry, and there are good openings for the sale of laboratory and production test equipment for television and radio. Ultimately Rumania will also need equipment for the automatic production of consumer electronic components.

The Rumanians insist on dealing with highly qualified technical sales people, so exploratory visits should be made by the U.S. manufacturer himself or the senior technical engineer from one of his European subsidiaries. I would also recommend being prepared to stay at least 10 days, and be ready to exercise considerable patience.

Remember when you were trying to introduce a new product or sell some equipment for the first time? Remember the wasted time and effort, and the frustration? Selling is much the same problem in Rumania, except the difficulties are magnified by differences in language and basic philosophy. However, with patience, determination and knowledge there are good business prospects available to the alert and responsive American businessman. Also, once your product has met all the technical requirements and you have agreed on delivery date and pricing, you may find a substantial and continuing market on a virtually exclusive basis.

Bucharest's state-owned "Electronica" plant was the only electronics factory which the Mission visited. It produces and assembles (chassis from foreign manufacturers) television and radio receivers, as well as large-tube table radios cased in beautifully-grained wood. Plentiful lumber supplies and a modest wage scale combine to produce attractive TV and radio cabinets at reasonable prices.

"Electronica" also produces nearly all of its requirements for components such as resistors, capacitors, chokes, coils, IF filters, band switches, printed boards, and speakers. They import all their electronic tubes and TV receiving tubes, with Telefunken of Germany being a major supplier. There is little need to automate manufacturing at present, due to the modest level of TV and radio production.

In this planned economy, 100,000 TV receivers will be produced in 1965; 60,000 will be 19″ table models and 40,000 will be 23″. However in the new Five Year Plan, this production will be stepped up to 250,000 sets per year before 1970. It could even exceed this figure. Approximately 40% of total 1965 production will be made from chassis imported from Japan, Germany and Eastern Europe. The 1965-70 Plan calls for construction of a new, well equipped (hopefully with some American know-how and test and production equipment) TV and radio factory, possibly in 1966.

The Government wants to manufacture all of its components in order to build up Rumanian technology and skills and to save foreign exchange. Thus they are interested in whatever licensing arrangements are available to manufacture TV receiving tubes, improved semi-conductors, ferrites, and related products. Here again are opportunities to be explored by the imaginative U.S. businessman.

The 1965-70 Plan calls for increasing the production of radios from the current annual rate of 315,000 to 450,000 before 1970. Two-thirds of Rumanian radios are transistorized with either two bands (long and medium wave) or 3 bands (long, medium and shortwave). The remaining third are large table models with 5 or 6 bands. In 1966 the FM band will be compulsory on all radios produced or sold in Rumania.

About 20% of the more expensive radio models of the 6-band type are produced for radio-phonograph combinations. Currently there is no production of phonographs or tape-recorders in Rumania.

Hitachi Ltd. of Japan has signed a contract to export 45,000 transistor ra-

INDUSTRIAL LANDSCAPE OF RUMANIA is dotted with new housing. Rumanians are clamoring for TV sets; domestic production cannot meet the demand.

dio chassis worth $600,000 to Rumania. The Mission was told that this is to meet the ever increasing demand for radios.

Despite the relatively high price, the TV sets are bought quickly. The factory cannot meet the demand and is obliged to import—and even this doesn't meet the demand! However, imports are limited in order to conserve foreign exchange.

Television sets are expensive, so the Government has installed a system of time payments based on the purchaser's income. Down payments range from 12% to 30%, with up to 36 months to pay the balance. The very low interest charge also pays for service and provides a warranty on parts.

Large, tube-type table radios are also expensive. However, they too sell well, as the supply has been limited. The time-payment system has also encouraged sales in this area.

Western music is very popular in Rumania, and the Beatles are "big" in Bucharest. Louis Armstrong and the late Nat King Cole's songs are very popular and are heard frequently on factory music systems.

TV reception in Rumania is at 625 lines, 220 volts and 50 cycles. The sets are *not* designed to CCIR (Consultative Committee on International Radio) standards. As in all Eastern European countries, including Russia, the OIRT (International Broadcasting and Televising Organization) standards are required. This effectively prevents the entry of regular CCIR sets from Western Europe. There is one television studio in Bucharest, and this one channel is relayed to 80% of Rumania.

Worldwide quotations

Masinimport, the State Trading Organization, dealing in radio and television goods, is currently accepting worldwide quotations for several studio television cameras. Plans are underway to equip a new television studio and quotations are being sought on complete audio and video equipment, plus accessories.

Possible conflicts with U.S. Export Control regulations make it important for American exporters to check with U.S. Department of Commerce or one of its Field Offices regarding export licensing requirements before soliciting orders in Rumania.

The state trading company known as Technoimport is responsible for importing electronic instruments for medical, scientific and educational purposes. This agency recently purchased a number of American instruments and equipment. Its total worldwide purchases cover a wide variety of equipment, including transport aircraft, and amount to about $100 million per year.

Technoimport is apparently unfamiliar with the types of electronic products which the U.S. will license for export. Hence they generally seek out European or Japanese suppliers of sophisticated electronics products, including computers. Once again, American technical representatives will have to come to Rumania and spend sufficient time there, if the U.S. is ever going to cash in on the business opportunities in this area.

Plant visit

Mission members visited the IPRS—Baneasa electronics plant near Bucharest, which produces diodes, transistors, condensers, capacitors, electrolytics, resistors and other similar products. This factory was begun in 1960 with "know-how" furnished by the French firm CSF. It and the Electronica radio and television plant satisfy 90% of Rumanian economic requirements.

The semiconductor division of IPRS

BUCHAREST, MORE THAN 500 YEARS OLD, is the capital of a country striving toward modern conditions of life. The average Rumanian produces $714 worth of goods annually and the tempo is rising.

has approximately 275 employees, of which 45 are graduate engineers. They are producing germanium transistors and diodes of germanium and silicon. They have started a pilot line to produce silicon transistors, and they expect to be in full production on devices in the 200 ampere-1,000 volt range in 1966. Their current range of devices are of low frequency, designed only for entertainment type products.

This company is very interested in American know-how on production and test equipment. However, U.S. export controls have been an effective barrier to date.

Rumania is a member of the Paris International Convention for the Protection of Industrial Property and also a signatory to the Madrid Agreement on Trade Mark Registration. Since the U.S. is also a party to the Paris Convention, there are certain rights and advantages deriving from the Convention which are available to American nationals in Rumania, and vice versa.

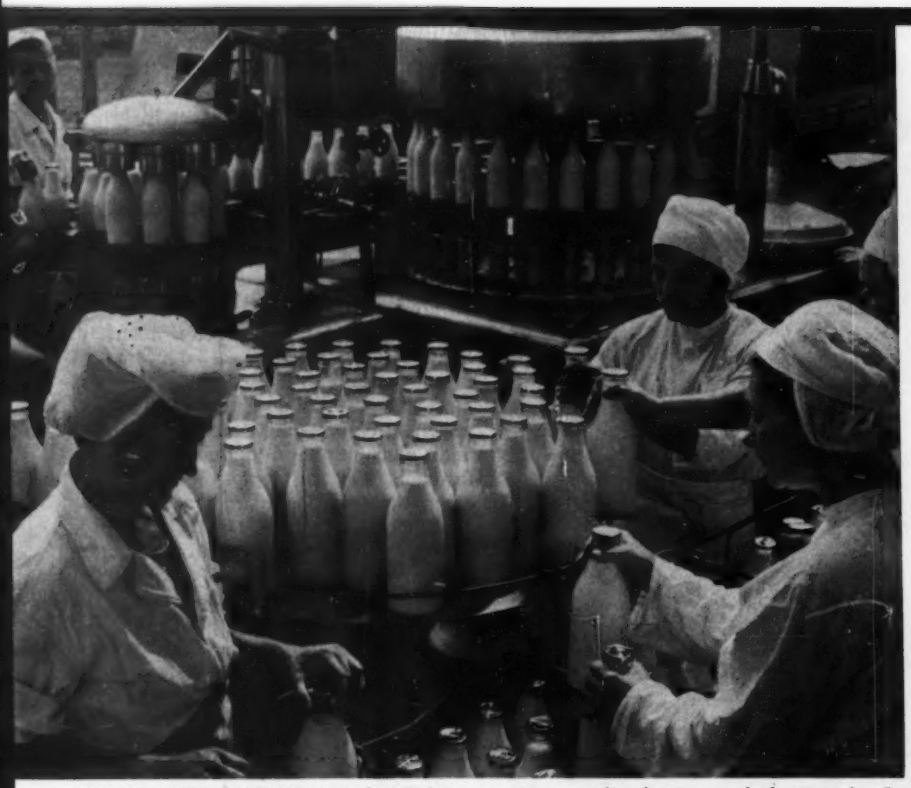
The Chamber of Commerce of Rumania acts as registrant for foreign and Rumanian patents and trademarks.

Guidelines

The following guidelines may be helpful to those contemplating doing business in Rumania:

- Plan your visit for at least 10 days. Make it in the "off-season," as hotel and air transportation will be less difficult. April-May and September-October can be most agreeable. Be sure to confirm hotel and transportation reservations.
- Write to the Foreign Relations Department of the Rumanian Chamber of Commerce well in advance of your trip, and tell them the purpose of your trip (selling, buying, licensing), your length of stay, and include several brochures and pertinent catalogs, annual reports, and other material which might be of interest.
- On arrival the Chamber of Commerce will assist you with hotel accommodation, set up appointments with appropriate agencies, hire interpreters and stenographers for you, locate office space and even a car. The costs are moderate by Western European standards.
- Also write to the Economic Officer of the U.S. Embassy in Bucharest and advise him of the date of your arrival and the purpose of your visit.
- The Commercial Attache of the Rumanian Embassy in Washington or the Commercial Office in New York City could be helpful in your planning.
- The Bureau of International Commerce, U.S. Department of Commerce, can furnish pertinent publications and statistics on Rumania.
- Be prepared to spend considerable time in following up on your visit by correspondence. If you have a technically competent European who is thoroughly familiar with your products, have him follow up promptly and frequently.

Despite the problems, there are real opportunities in Rumania for the patient, aggressive and competent U.S. businessman particularly since the Rumanians envisage an expenditure of $200 million for a wide variety of industrial products from the U.S.



NEW MILK BOTTLING PLANT in Bucharest shows attention to quality that is a goal of present-day Rumanian production, along with expanded totals. Machinery imports—including entire plants—are vital.

Rumania's current five-year plan spurs need for increased import of plants, machinery, technology

Exchange allocation for purchases in United States seen; opportunities for suppliers of advanced farm equipment

By THOMAS G. WYMAN
Wyman Associates, New York

The transformation of Rumania's prewar largely agrarian economy into an industrial one has been rapid and appears impressive.

Rumania's current Five Year Plan provides for substantial continued expansion in every sector of the economy with particular emphasis on industries utilizing the nation's abundant raw materials.

The realization of this plan will continue to require increasing import of complete plants, machinery, equipment, raw materials and technology.

Although agricultural machinery is an important export item for Rumania, sales and licensing opportunities do exist for U.S. suppliers of such equipment as beet harvesters, self-propelled grain and corn harvesters, tractors with 100 to 125 horsepower, and equipment for the planting and harvesting of hops.

Simultaneously continued expansion of Rumanian exports are required to provide for necessary foreign exchange. Currently, these exports are reported at 10% of Rumania's gross national product.

Along the roads, in factories

Statistical details on the Rumanian economy and production data are not only the subject of attention in the various ministries and offices of the State trading enterprises. Along the country's roads, large posters describe those 5 year industrial production targets of interest to that particular area.

In rural areas such notices provide information on the number of additional tractors, combines and other farm implements programmed for use in the near future.

In factories, large wall displays show details of future plant expansion plans. Other displays encourage the labor force to show greater initiative, increased productivity, more attention to quality and encourage the workers to take advantage of available training programs to increase their skills.

More competitive

All this is for the stated purpose of rendering Rumanian products more competitive in world trade and thereby achieving through increased exports and imports a higher standard of living for Rumanian citizens.

Some items on production lines are marked with the letter "E," for export, denoting the need for special care.

It is quite apparent that the highest priority is given to the production of industrial products and capital goods. The variety of consumer goods displayed in the stores is limited and expensive. Imported consumer goods are available but the supply is short and the selection sparse, with prices out of the reach of much of the population. Such imported goods are obtained largely from those countries with whom Rumania has concluded bilateral trade agreements.

Rumania's industrialization has been accompanied by emphasis on increased foreign trade and there is today a high degree of sophistication in the conduct of this trade.

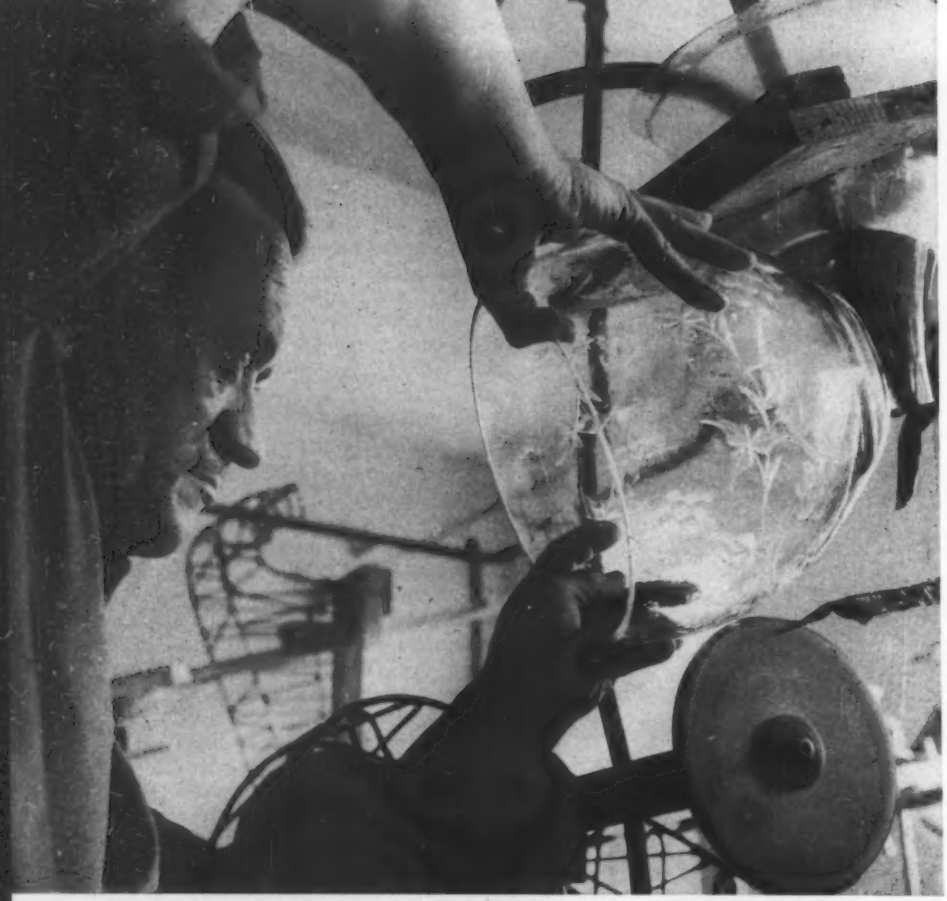
Trade growth

Rumania trades with over 100 countries as compared with 29 15 years ago. Bilateral trade agreements have been concluded with about 50 countries. Rumania will participate in 32 international fairs in 1965 compared with 6 in 1950.

The percentage of Rumania's total export in terms of industrial equipment, chemicals and industrial goods increased from 7.2% in 1950 to 32.5% in 1965 and total Rumanian trade now amounts to $2½ billion annually. It is expected to increase by 40% in 1970. Thus Rumania has established herself as an important supplier and customer in the world market place.

Rumania's policy is to develop economic relations with all countries regardless of their social systems, on the basis of mutual advantages. The free world's share of Rumania's foreign trade is now one-third of the total.

What then are the future opportunities



WORKER POLISHING SEMI-CRYSTAL VASE retains the traditional skills of Rumania's artisans. Goods for export are often marked "E" on Rumania's production lines, denoting the need for special care.

for the United States whose participation in this trade has been insignificant?

A high official of Rumania's National Bank indicated a free foreign exchange allocation of $200 million as available for purchases from the United States over the next 5 years. Whether this figure is reached will be dependent on a number of factors including the willingness of U.S. companies to sell their advanced equipment and technology to Rumania, their ability to meet other foreign competition and U.S. Government export licensing policies.

Whether this amount can be substantially exceeded will depend largely on Rumania's ability to earn foreign exchange through exports to the United States. Such increased exports appear possible but will in part depend on Rumania's being granted MFN status and greater familiarization on her part with our market requirements, distribution methods, and related matters.

Rumanian wages are between those of Western Europe and Japan and with continued industrialization and modernization programs the country can compete in a variety of industrial and agricultural products in the U.S. market. Much interest was expressed by various high Rumanian officials in the possible collaboration between Rumanian and U.S. firms in the building of plants for sale in other markets.

Rumanian officials stressed that they seek no long-term credits, but expect to receive normal commercial credit from U.S. suppliers competitive with those obtained from other western countries. Neither the establishment of any overseas Government bank nor the publication of its gold reserves are contemplated by the Rumanian Government in the near future. Officials point to the unblemished payment records of its State trading companies and to the availability of the guarantee of the National Bank under special circumstances.

Wants advanced machinery

In spite of Rumania's basic bilateral trading policies, it will not require a fully balanced trade with the United States and Rumania's purchases will exceed its sales in this country. Rumania will utilize its free foreign exchange in the United States almost exclusively to purchase essential and highly competitive raw materials and the most modern and advanced machinery and technology available, is prepared to pay a premium to obtain them, and thereby achieve the fastest possible economic growth.

In agricultural machinery and equipment Rumania has become largely self-sufficient and no substantial imports are contemplated. In fact, such products are an important export item.

For example, the tractor plant in Brasov, which produces 17,000 tractors a year, exports 40% of its production to more than 30 countries and the market includes Western Europe. The transfer lines, machinery and tooling are made in Rumania and this factory unlike many others does not operate under any license from abroad. Two basic models are produced: 45 horsepower and 65 horsepower, diesel motor, wheel and crawler type, 2-wheel and 4-wheel drive, 10 speeds forward, 2 reserve, power steering, power takeoff and hydraulic system.

In the truck plant, Red Flag, Brasov, 30% of the production is exported. This plant produces five-ton and three-ton vehicles, 2-wheel and 4-wheel drive, 8 cylinder 140 horsepower, 6 cylinder 70 horsepower. The factory operates on license from abroad only for carburators.

Approval to import required

Before importation, all new types of agricultural machinery and equipment require approval from the Institute of Research and Mechanization of Agriculture, as to performance. The Institute imports more than 100 types of agricultural equipment for testing under various Rumanian conditions and its findings are made available to the participating companies.

Provisions can be made for testing and approval by the Institute without the sale of a prototype model. The equipment may be consigned to the Institute for testing in the presence of the supplier and subsequently reexported if desired.

Among various types of equipment observed at the Institute were: an Austrian hayloader, Russian manure spreader, U.S. haybaler, Plat tractor, Swiss garden tractor with attachments, French, Yugoslav and Norwegian grain planters, a Czech haybale loader, a West German potato planter, and others.

Tests are to be made in the near future on best harvesters supplied from 8 countries for this purpose. The decision as to the final selection is made by Mashinimport on the basis of the test results and overall commercial considerations.

Suppliers will meet stiff competition in the Rumanian market; however, United States equipment is well regarded and technically qualified representatives will receive a cordial welcome in that country.

Rumania's industrial growth most rapid in Eastern Europe; annual increase said to be 15%

Trade with Free World increases; this year's expanded U.S. shipments reflect improved bilateral relations

By LEON LEWINS

Bureau of International Commerce

In line with the general trend in Eastern Europe after the war, Rumanian national economic planning placed great emphasis on industrialization.

Rumania had been one of the least developed countries in Eastern Europe. In recent years it has shown the most rapid industrial growth of all countries in that region.

Along with its industrial growth, Rumania's trade with the Free World has increased substantially. A number of steps have been taken recently to improve U.S.-Rumanian relations and to facilitate trade between the two countries. U.S. exports to Rumania have been expanding since the signing of an accord—chiefly on trade and economic matters—last year.

Output expands

Industrial production in 1960-64 increased by about 15% a year. During the 1951-63 period it grew at an average annual rate of about 12%. Agricultural output reached a high plateau in 1959, and that level has since been maintained.

Since 1955 the national income of Rumania increased by about 4.5% a year, amounting to $13.5 billion in 1964.

A high rate of investment and large imports of machinery, capital equipment and technology have been the major elements which contributed to the expansion of Rumania's industrial potential. In 1963, for example, gross fixed investments amounted to some $6 billion, or about double the amount invested in this category in 1959. Similarly, the proportion of imported machinery in 1963 accounted for about 37% of new fixed investment, as compared with some 19% in 1959.

In addition, imports of western technology have enabled Rumania to save much time which would have been required to develop new industries—for example, plastics—or to advance old ones, such as the petrochemical industry.

Still lags

Notwithstanding the rapid progress and the attainment of a more balanced economy, Rumania's level of industrial production continues to lag substantially behind those of the Soviet Zone of Germany, Czechoslavakia, Poland, and Hungary.

Rumania is well endowed with sources

About one-third of Rumanian imports come from Free World

Rumanian imports, by geographic region, 1959-64

In percent

Place of origin	1959	1960	1961	1962	1963	1964
Total world, value, in millions	$502.0	$648.0	$814.7	$941.1	$1022.0	$1168.1
Total world, percent	100.0	100.0	100.0	100.0	100.0	100.0
Sino-Soviet bloc	80.1	72.4	65.7	65.9	66.6	67.1
European bloc[1]	73.7	67.9	62.5	64.2	64.1	64.8
U.S.S.R.	46.7	41.1	36.7	39.3	39.0	42.2
Eastern Europe	27.0	26.8	25.8	24.9	25.1	22.6
Asiatic bloc[2]	6.4	4.5	3.2	1.7	2.5	2.3
Free world	19.9	27.6	34.3	34.1	33.4	32.9
Industrial countries[3]	14.9	22.7	28.1	27.1	25.9	26.9
United States	0.2	1.0	0.5	0.2	0.1	0.4
Austria	1.0	1.5	1.8	1.9	1.7	2.2
France	2.0	3.8	3.1	2.2	2.3	3.9
Germany, Fed. Rep.	3.7	7.1	7.8	8.5	7.5	7.5
Italy	1.8	2.5	3.0	5.0	4.8	4.1
Japan	[4]	[4]	0.2	0.6	0.8	1.6
United Kingdom	2.2	2.7	6.3	4.7	4.9	3.6
Others	4.0	4.1	5.4	4.0	3.8	3.6
Developing countries	5.0	4.9	6.2	7.0	7.5	6.0

[1] Albania, Bulgaria, Czechoslovakia, Hungary, Poland, Soviet Zone of Germany, USSR.
[2] Communist China, North Korea, North Viet-Nam, Outer Mongolia.
[3] Australia, Austria, Belgium, Canada, Denmark, Finland, Federal Republic of Germany, France, Italy, Japan, Luxembourg, Netherlands, New Zealand, Norway, Sweden, Switzerland, United Kingdom, United States.
[4] Less than 0.1%.
Source: Directia Centrol de Statistica, *Anuarul Statistic al R.P.R.*, 1965.

MODERN TEXTILE PLANT in Bucharest turns out cotton knit. Rumania in recent years has shown the most rapid industrial growth of all countries in Eastern Europe. One-third of its trade is with the West.

of energy but is heavily dependent upon imports for industrial raw materials.

It has the second largest deposits—after the USSR—of petroleum and natural gas, substantial deposits of low-quality hard coal and lignite, and a considerable potential of hydroelectric power (largely unutilized because of high development costs). It is nearly self-sufficient in the production of salt, sulfur, lead, and zinc.

At the same time, however, Rumania has to import more than one-half of its iron ore requirements, much of its coking coal needs, substantial amounts of copper and mercury, and all of the required aluminum and tin. Rumania continues to import appreciable quantities of rolled steel, despite the considerable expansion of its iron and steel production. Other important imports include many types of machinery and sizable quantities of raw cotton.

About two-thirds of Rumania's foreign trade is with the Sino-Soviet bloc and about one-third is with the Free World —reflecting a significant shift in Rumania's trade toward the West. In 1959 the Free World's share amounted to 21%.

Rumania's largest trading partner is the USSR, accounting for 42% of its total trade. This represents a 5% decline from the Soviet 1959 share in Rumania's trade, although in absolute terms the 1963 USSR-Rumanian trade was nearly double that of the earlier year. Similarly, Rumania's trade with the East European bloc countries, accounting for 22.5% of its 1963 total trade, represented a decline of nearly 3% from their 1959 share in Rumania's trade; in absolute terms, however, it constituted an increase of about 70%.

Between 1959 and 1963 Rumania's trade with the Free World nearly tripled, in absolute terms. Rumania's principal Western trading partners have been West Germany, Italy, France, and the United Kingdom. Their trade with Rumania in 1963 amounted to about $343 million, three and one-half times that of 1959, and accounted for 20% of Rumania's total trade.

In 1963 the Free World supplied about 25% of Rumanian total imports of machinery and equipment, some 20% of the fuels, minerals, and metals (including rolled steel), and about 60% of the chemicals, fertilizers, and rubber. The machinery and equipment came mainly from West Germany, the United Kingdom and Italy; iron, steel and chemicals came largely from West Germany; raw cotton came primarily from Syria and the United Arab Republic.

Trade with U.S. spurts

U.S. trade with Rumania has been very small. Between 1959 and 1963 it hovered around $1 million each way. In 1964, however, U.S. exports to Rumania increased to over $5 million.

This year, U.S. shipments in the first quarter amounted to about $1.5 million and during the second quarter export licenses were issued for goods valued at nearly $8 million, including $6.9 million worth of materials and equipment for a catalytic cracking plant.

Recent developments in U.S.-Rumanian trade relations are a natural consequence of improved overall relations between the two countries in recent years. They logically follow Rumania's determined stance to pursue its traditional national aspirations and interests. They are an important aspect of the practical steps which Rumania has taken in its quest to diversify the markets for its products; to add to the sources of supply of its needed imports; and to develop its economy in accordance with its own plans.

Bilateral relations progress

In practice, a number of concrete steps have been taken to improve U.S.-Rumanian relations. Included among them was the settlement of claims (agreement of March 30, 1960) of U.S. nationals with a lump sum payment. Talks in Washington by high-levels U.S.-Rumanian official delegations, May 18–June 1, 1964, resulted in agreement in a number of steps to advance the improvement in mutual relations.

One such step was the U.S. Government's commitment to establish a General License procedure under which most commodities could be exported to Rumania without the need to obtain individual export licenses. This procedure was put into effect on July 14, 1964.

The practical application of the new procedure for exports to Rumania is the same as for exports to Poland. It extends to a broad range of industrial equipment which is considered non-strategic in terms of the Export Control Act. These items may be exported to Rumania by U.S. businessmen without individual licenses from the Department of Commerce. The range of equipment covered by this procedure extends to every branch of industry, but does not cover unpublished technical data.

In addition, the U.S. Government agreed to consider favorably the granting of export licenses for a number of industrial facilities in which the Rumanian delegation expressed a special interest. Since the agreement of June 1, 1964, Rumanian representatives have been negotiating with U.S. firms regarding the specific industrial equipment they wish to purchase.

Agree on rights protection

The two Governments also agreed on arrangements for the mutual protection of industrial property rights and processes. The Rumanians gave assurances that products, designs, and technology exported from the United States to Rumanian will not be transshipped or reexported without prior consent from the U.S. Government.

It was further agreed that commercial contracts between U.S. firms and Rumanian State enterprises could provide for the settlement of disputes by arbitration in third countries or by appropriate international tribunals, as agreed by the parties to the contracts. This provides the basis for private U.S. firms to obtain protection in cases of violations of contracts.

Both Governments agreed to facilitate the entry, travel, and work of representatives of U.S. firms and Rumanian enterprises, and of respective trade missions; to ease the exchange of trade exhibits; and to assist in publication of trade promotion materials.

Credit guarantees available

Following the agreement, the President informed Congress on June 15, 1964, that it is in the national interest for the Export-Import Bank to issue guarantees of private credits in connection with the sale of U.S. industrial products and services to Rumania. These guarantees are limited to sales on short- and medium-term credits.

The two Governments, in accordance with the 1964 agreement, raised the level of their respective diplomatic missions from Legations to Embassies.

The current East European interest in joint production ventures with Western firms is not only shared by Rumania but has been formulated more clearly and with less reservations by high Government officials in Rumania than anywhere else in Eastern Europe.

Thus, Rumanian officials have publicly offered to provide buildings, raw materials, and labor for partnerships with Western firms contributing capital, factory equipment, and technological know-how to produce manufactured items for domestic needs and for export. The Rumanians also expressed readiness to guarantee profits to prospective Western partners to be paid in hard currency and to give firm assurances that the Western capital invested would not be nationalized. Thus far, however, there is no evidence of any acceptance of the Rumanian offer by a Western firm.

The articles in this special section are the final reports of the Mission members, submitted individually. Together, they form the complete report of the Mission.

Market profile—Rumania

Government: A Communist People's Republic, similar to that of the USSR, based on a constitution promulgated in 1948. Rumanian Grand National Assembly, unicameral body of 465 members, declared to be the supreme organ of state authority; actually, real power rests in Politburo of Rumanian Workers' (Communist) Party.

Area: 91,675 square miles (a little bigger than Minnesota).

Population, 1964: Estimated at 18.9 million, as of July. Labor force of over 10.5 million was employed as follows: 7 million in agriculture, 2.1 million in industry and construction, 324,100 in transportation and communication, 369,300 in trade, 162,300 in communal services, 309,600 in education, culture and art, 180,400 in health services, 57,100 in science and research, and 95,700 in administration.

Principal cities: Bucharest, capital and largest commercial center, 1.4 million population at mid-1964; Brasov, 233,000; Cluj, 205,000; Ploiesti, 174,000; Timisoara, 170,000; Constanta, 158,000; Iasi, 157,000.

Income, 1964: GNP estimated at $13.5 billion; per capita GNP $714.

Agriculture: Harvest of principal products in 1964 (in thousands of metric tons): Wheat 3,824; maize 6,692; sunflower seeds, 518; sugar beets 3,688; potatoes 2,618.

Principal mineral production, 1964 (in millions of tons): Crude petroleum 12.4; coal 11.1; iron ore 1.9. There are also some deposits of manganese ore and bauxite.

Industry: Selected items of 1964 production: Electric energy, 13.9 billion kw.-h.; pig iron, 1.9 million tons; steel, 3.0 million tons; cement, 4.7 million tons; tractors, 15,951 units.

Transportation: All major transportation facilities are State owned. Freight turnover in 1964 (in million ton kilometers): Railroads, 29,386; highway transport, 2,172; river transport, 1,271; sea transport, 6,855; air transport, 5, and pipeline 1,029.

Currency: Rumanian leu ($1 = 6 lei at official (nominal) rate; $1 = 18 lei at tourist rate of exchange). Rumanian currency is not convertible and Rumania is not a member of the International Monetary Fund. Transactions with countries of Free World are conducted in hard currencies or currency of trading partner.

Exports, 1964: Valued at $1,020 million; 67%, or $683 million worth went to the Soviet bloc, $146 million to Common Market countries, $32 million to the United Kingdom, and $1,272,000 to the United States.

Imports, 1964: Valued at $1,191 million; 67%, or $780 million worth of the total imports came from the Soviet bloc, $203 million from Common Market countries, $43 million from the United Kingdom and $5,155,000 from the United States.

Conditions of trade: Foreign trade is a Government monopoly. It is conducted by governmental foreign trade organizations in accordance with national economic plan developed for entire economy.

NFTC opens 52nd parley

More than 2,000 assembling for event offering comprehensive world economic picture

Deriving strength both from numbers and diversity of origins, interests and fields of specialization, the more than 2,000 participants in the 52nd National Foreign Trade Convention this week in New York City will illuminate central issues affecting global commerce.

Addressing themselves to the theme, "Expanding Trade and Investment in an Interdependent World," they are prepared, not to give all the answers, but to pose the right questions and point out paths along which solutions may lie.

As leaders of the sponsoring National Foreign Trade Council (NFTC) see it, the theme "suggests a question of whether the implications of interdependence are being adequately appraised and whether proper significance is being attached by both government and business to its importance in the continuing growth of our domestic economy and in the economic growth of other developed and less-developed areas."

Topics

Among key convention topics are: foreign trade and overseas investment and their inter-relationships, protection of foreign property rights, global balance-of-payments considerations, monetary and fiscal policies, international tax questions, trade policy and future approaches in negotiations with respect to tariffs and trade restrictions, international financing and the international movement of capital, education as a continuing essential for international business, and the relations between business and government at home and abroad.

Large overseas projects *offer opportunities for American firms, but plans need to be developed in cooperation with the U.S. Government to compete efficiently for this type of business, much sought after by other developed countries.* —Jose deCubas, *president, Westinghouse Electric International Co., New York City.*

Climax

At the Nov. 17 World Trade Dinner which will bring the 52nd NFTC convention to its climax, Secretary of Commerce John T. Connor will deliver the banquet address and Thomas J. Watson, Jr., board chairman of International Business Machines Corp., will be presented with the 1965 Captain Robert Dollar Memorial Award.

General sessions on the mornings of Nov. 15, 16 and 17 will feature Monday talks by William Blackie, convention chairman and president of the Caterpillar Tractor Co., and Thomas C. Mann, Under Secretary of State for Economic Affairs; Tuesday talks by Herbert D. Doan, Dow Chemical Co. president; the Marquis de Merry del Val, Spanish Ambassador to the United States, and Michael L. Haider, board chairman, Standard Oil Co. of New Jersey; and a Wednesday "Time, Life, Fortune Symposium" moderated by Richard M. Clurman, Time-Life news service chief. Correspondents from abroad will participate in the symposium.

Luncheons

A different area of the world will occupy the center of the stage at luncheons on each of the three days of the convention in the Waldorf-Astoria Hotel.

Hugo B. Margain, Mexico's Ambassador to the United States, will address the Nov. 15 Americas Luncheon; Akira Matsui, Japan's permanent representative to the United Nations and president of the UN Economic and Social Council, will speak at the Nov. 16 Pacific-Asia Luncheon, and Sir John Coulson, secretary-general of the European Free Trade

If in every faceless wall saying "Yankee, go home," we find excuse *for not being entrepreneurs, we shall repudiate the very capitalism which we so love to laud. On the other hand, if we act to the best of our ability to pursue and expand our opportunities—trading or investing as may be most appropriate in each particular set of circumstances—we shall become, as we should, even greater contributors to a society which can only be as great as its industry is progressive.* —William Blackie, *president, Caterpillar Tractor Co., Peoria, Ill.*

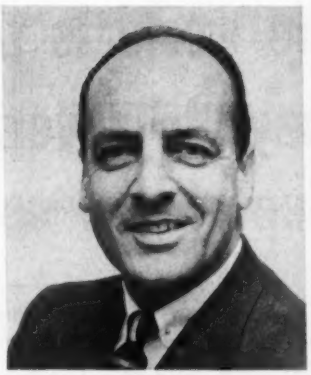
De CUBAS

LINGLE

HAIDER

DOAN

ROOSA



CULLEN

CLARKSON

BLACKIE

U.S. fruit and vegetable canners *face four major obstacles in their effort to expand their export business: non-tariff barriers, high tariff rates in major markets, increasing competition from international food processors such as Australia, South Africa and Mexico, and discriminatory ocean freight rates. Government assistance in improving the trade climate is a necessity; the complexity of international interrelationships has made it difficult for individual companies to provide such a climate themselves.*—Frank O. Cullen, *international operations director, California Packing Corp., San Francisco.*

Association and former Deputy Under-Secretary of State for Administration in Britain's Foreign Office, will talk at the Nov. 17 Europe Luncheon.

Special sessions

Intensive examinations of specialized subjects will be conducted at morning and afternoon sessions, including:

International Finance. Nov. 15, 3 p.m. Speaker, Robert V. Roosa, partner, Brown Brothers, Harriman & Co. Discussion leader, Gerard E. Keidel, president, Bankers' Association for Foreign Trade, and vice president, American National Bank & Trust Co. of Chicago. Panelists—John M. Case, vice president-international division, Central National Bank of Cleveland; George W. Ebanks, vice president, Texas National Bank of Commerce; Charles B. Love, vice president-international division, Chemical Bank New York Trust Co.; H. Felix de C. Pereira, senior vice president, First National Bank of Boston, and John R. Petty, vice president-international department, Chase Manhattan Bank.

Industrial Relations. Nov. 15, 3 p.m. Chairman, Robert N. Stevens, employee relations manager, General Motors Overseas Operations, New York City. Speaker, George P. Delaney, Special Assistant to the Secretary and Coordinator of International Labor Affairs, U.S. Department of State. Discussion-period participants—Henry S. Hammond, American Republics Area Specialist, Bureau of International Labor Affairs, U.S. Department of Labor, and Lawrence C. McQuade, Assistant to the Secretary, U.S. Department of Commerce.

Foreign Investment. Nov. 16, 3 p.m. Chairman, Raymond L. Brittenham, senior vice president and general counsel, International Telephone & Telegraph Corp., New York City. Speaker, Walter L. Lingle, Jr., executive vice president, Procter & Gamble Co., Cincinnati. Panelists—Frank A. Duffy, president, General Tire International Co., Akron; Richard C. Fenton, board chairman and president, Pfizer International, Inc., New York City, and A. E. Nelli, vice president, General Milk Co., Los Angeles.

Education. Nov. 16, 3 p.m. Chairman, Julian Street, Jr., staff director-educational services, United States Steel Corp., New York City. Speaker, Courtney C. Brown, dean, Graduate School of Business, Columbia University.

Taxes. Nov. 17, 3 p.m. Speaker, Arthur J. Rothkopf, associate tax legislative counsel for international affairs, U.S. Treasury Department.

In investing abroad, *the U.S. private investor does several things, if he is successful. First, he makes a profit. Second, he makes a contribution to the country in which he invests by creating employment, by paying taxes, and by bringing to the public new or better or cheaper services and products. Finally, he benefits the U.S. economy by the return of profits and by stimulating exports.*—Michael L. Haider, *board chairman, Standard Oil Co. (New Jersey), New York City.*

In building the developing countries, *the role of business should be given wider recognition. Business has the means to get things done and it will ferret out the things that need to be done. Businessmen should cooperate with their own and foreign governments, but in the end the development of a company's foreign business is largely a do-it-yourself proposition.* —Herbert D. Doan, *president, Dow Chemical Co., Midland, Mich.*

Trade Expansion. Nov. 17, 3 p.m. Chairman, Robert M. Norris, chairman, NFTC. Discussion chairman, Fred C. Foy, chairman, National Export Expansion Council, and board chairman, Koppers Co., Pittsburgh. Speakers—Robert L. Clarkson, Jr., president, Smith, Kirkpatrick & Co., New York City; Frank O. Cullen, director-international operations, California Packing Corp., San Francisco; Jose deCubas, president, Westinghouse Electric International Co., New York City, and Charles E. Gallagher, vice president, Dan River International Corp., New York City. Discussion-period participants—Joseph A. Greenwald, Deputy Assistant Secretary for Economic Affairs, U.S. Department of State; Robert L. McNeill, Deputy Assistant Secretary for Trade Policy, U.S. Department of Commerce; R. H. Rowntree, executive vice president, Export-Import Bank of Washington, and Henry G. Sheehy, president, Foreign Credit Insurance Association, New York City.

Since 1914

Sponsored annually by the Council, the National Foreign Trade Convention since 1914 has regularly brought together a cross-section of U.S. commerce and industry—small, medium and large firms, commercial banks, and leaders in shipping, airlines, insurance, export-import, communications, publishing, advertising, and engineering and construction.

International Trade Winds

CONSUMER ELECTRONICS—Philco Corp. has announced that it will expand its Consumer Electronics Division to Taiwan, Formosa. The Company is planning construction of a 140,000 sq. ft. plant in Taiwan for the manufacture of radios, phonograph chassis, compact television sets and electronic subassemblies.

SAWMILL—Mater Division of Appleton Machine Co., Corvallis, Ore. has been selected by the Peruvian Government to build a model sawmill at Iparia, Peru in the Amazon jungle. The sawmill is scheduled to produce 15,000 board feet a day of mixed tropical hardwood.

LOCKS—The Eaton Yale & Towne International Group of N.Y. has just opened a $3.5 million dollar Yale Lock Plant at Aprilia, Latina, Italy. The plant is among the first to be built under new laws favoring industrial development of the Mezzogiorno Region of Southern Italy. The company expects to export about 60% of the locks and hardware products made at the Italian facility through its network of sales representatives in 110 countries.

HOTEL INTERIORS—Walter M. Ballard Corp. of N.Y. will design the interiors of the new 330-room Intercontinental Hotel in Auckland, New Zealand.

BANKS—International Banking Corp., a wholly-owned subsidiary of First National City Bank of N.Y. has acquired a controlling interest in Banco de Honduras, S.A. the oldest and second largest bank in that country. Citibank's overseas division currently operates 127 branches in 42 countries, with 41 branches on the South American Continent.

CHEMICALS—A new hydrotrope plant built by Witco Chemical, N.Y. at its facilities near Brussels, Belgium has begun operations. The plant will produce high quality sodium and ammonium salts of xylene and toluene sulfonates for use in liquid detergents and related products. →

The whole world is finding out that 'it pays to advertise'

Two recent surveys show ad investments up in most countries

Businesses around the world are learning that 'it pays to advertise' and their lesson is proving profitable to American advertising agencies, according to two recent studies.

Ad investments in 52 countries rose to $23 billion in 1964 as detailed by a research report of the International Advertising Association.

Expenditures on advertising in fourteen of the world's major industrial nations, including the U.S., Britain, Canada, Japan and major nations on the European continent having gained by some 26% in the period 1960-1964 are expected to rise further this year and in 1966.

Japan's advertising nearly doubled in the period surveyed. Belgium increased its volume by more than 80%, Germany by more than 60%.

Among 20 other high income countries (per capita income between $900 and $300) advertising expenditures in the period 1960-1964 climbed 35.2% from $1.1 billion in 1960 to $1.5 billion in 1964. This group embraces Argentina, Ireland, Israel, Mexico, Yugoslavia among others, and accounted for about 12% of the total income and about 6.5% of the total advertising volume of countries surveyed.

Among 18 developing countries including Brazil, India, Philippines and Turkey, advertising increased 49.8% from $396,400,000 to $593,900,000, accounting for about 2.5% of the total advertising volume of countries surveyed.

The number of American advertising companies with offices overseas is growing. The few large American advertising agencies which followed their key accounts overseas immediately after the war and stayed to build their foreign offices into multimillion dollar operations have been joined by other smaller agencies anxious to garner part of the bullish trend.

The U.S. agency with the largest foreign revenues is J. Walter Thompson. Last year, according to a survey by "Advertising Age" the agency billed $169 million abroad, an increase of 13% over the previous year and 34% of total billings.

McCann-Erickson with overseas billings of $146.1 million, accounting for 35% of the agency's total, was next highest followed by Young & Rubicam with $53 million in foreign billings, Ted Bates & Co. with $41 million and Foote, Cone & Belding with $33 million.

Ad investments in 13 major industrial nations *

Country	*Dollar Investment*
Canada	694,800,000
France	421,200,000
Germany	1,395,600,000
Italy	279,900,000
Japan	950,800,000
Netherlands	260,500,000
Sweden	253,700,000
Switzerland	173,500,000
United Kingdom	1,322,500,000
United States	13,980,700,000

* Source: International Advertising Association

Cigarette makers praised for scorning boycott threat

Want to trade with Communist countries and get a pat on the back from your Government? It's easy . . . simply refuse to knuckle under to threats of boycott by pressure groups, just as America's six leading cigarette makers did recently.

The pressure groups were trying to compel the American firms to stop buying Yugoslav tobacco. In polite terms, the cigarette makers told them to go jump into the Adriatic.

Pointing out that the importation of Yugoslav tobacco, which constitutes less than one percent of all tobacco used in American cigarettes, was scarcely a threat to national security, the Secretaries of State, Defense and Commerce dispatched a letter of commendation to the companies.

"To yield to such groups is to encourage capricious interference with the vital processes of our constitutional government," the secretaries said. "We commend your industry for refusing to submit to such intimidation."

Japan's baking, printing industries need more economical equipment

Osaka International Trade Fair next April to give U.S. exporters chance to enter receptive, profitable market

Manufacturers of baking and printing equipment seeking a receptive and profitable market should go to Japan.

This suggestion came recently as the Bureau of International Commerce (BIC) announced it will stage an exhibition of baking and printing equipment next April 9-29 at the 7th Osaka International Trade Fair.

Market surveys of the BIC have shown:

► The Japanese baking industry, already familiar with U.S. products, needs improved equipment for a stepped-up modernization program.

► The market for printing equipment there has tripled in the past six years, and the industry is eager for American labor-saving cost-cutting equipment.

Baking equipment

The Japanese will spend $53 million by 1969 to modernize their small and medium-sized bakeries. They are looking for equipment which features durability, speedy operation, simplified design appropriate to relatively unskilled labor, and high efficiency.

Baking equipment to be shown at the U.S. exhibition will include slicing, wrapping and packaging machinery; ovens and equipment for cooling; small capacity equipment for mixing, rounding, dividing and fermenting; doughnut machines and machines for special bakery products, and various instruments, controls and metering devices.

Printing equipment

The printing industry is one of the fastest growing in Japan. It is eager to improve its efficiency and willing to spend money on modern and superior equipment. Its imports jumped from $783,400 in 1959 to $20,641,100 in 1965. The United States gets only 7.1% of this market compared with 66% for West Germany and 12.2% for the U.K.

U.S. printing equipment with the best sales potential in Japan includes offset, gravure, and electronic presses; flexographic (aniline) presses for package printing; paper cutters; process cameras; typecasting machines; bookbinding machines; automatic developing equipment; cutting, creasing and scoring machines; etching equipment; grinders for offset work, and photocomposing machines for Western languages.

The Osaka Fair is held every two years. In 1964, 45 U.S. refrigeration and cooling equipment firms reported an estimated $1,365,000 in follow-up sales.

Write: Bureau of International Commerce (Code 8192), Department of Commerce, Washington, D.C. 20230 (phone: area code 202-WO 7-4733), or from any of the Department's Field Offices.

Additional information about trade fairs and trade center shows is available from the Bureau of International Commerce, Office of International Trade Promotion, Department of Commerce, Washington, D.C. 20230.

Novi Sad agricultural show to take place next spring

The 33rd International Agricultural Fair of Novi Sad, Yugoslavia, will be held May 14-23, 1966. U.S. firms are invited to participate.

During the past 30 years the fair has become a show of technical developments in the following fields:

Equipment for agricultural mechanization; equipment and installations for food industry; chemical means for plant protection; manufacture of cattle fodder; equipment for veterinary purposes; food industry products and alcoholic and non-alcoholic beverages; cattle and poultry breeding; seed production and selection; and food industry and agriculture packages.

Central Americans see farm equipment at U.S. pavilion

El Salvador fair expected to generate rise in exports

The Bureau of International Commerce last week planted the seed for increased sales of American farm machinery and equipment to the thriving Central American Common Market (CACM).

The occasion was the opening of the first U.S. export promotion exhibition at the El Salvador International Fair in San Salvador. The fair will end Dec. 4.

Eighty U.S. farm machinery manufacturers and their representatives are taking advantage of this opportunity to show and sell their latest products, which range from irrigation equipment to livestock feed supplements; plows and bale loaders to fertilizer spreaders; post-driver and fencing equipment to milking machines and poultry incubators.

Iowa firms get together

One exhibit will feature the products of 11 Iowa farm machinery firms. The exhibit was arranged through the effort of five Iowa trade development organizations:

The Iowa Regional Export Expansion Council, Iowa Development Commission, Iowa Manufacturers Association, the World Trade Department of the Greater Des Moines Chamber of Commerce and the Commerce Department's Des Moines Field Office.

The BIC is optimistic that U.S. exhibitors at the Fair will carve themselves an important niche in this profitable Central American market. The United States traditionally supplies more than two-thirds of all agricultural machinery, implements, and equipment to Central America.

BIC market studies indicate that the outlook for increased sales of farm machinery to the Central American Common Market is bright. CACM governments are promoting increased output and crop diversification, and new lands are being opened up with farm-to-market roads. The need for farm machinery is increasing and most of it will be imported, primarily from the United States.

SOME PROSPECTIVE GERMAN buyers come in to register at the special counter. Nearly $3 million in sales in the next year is expected from such visitors.

At Frankfurt: pulp and paper machinery

The Frankfurt Trade Center was host late in October to more than 800 high-caliber trade visitors interested in seeing U.S. machines and accessories for the paper industry. Off-the-floor sales of $45,000 were recorded, and projected sales for the next 12-month period were estimated at $2.7 million. Excellent support was provided by Dr. Ward Harrison, chairman of the board for the Allied Paper Corp., Kalamazoo, Mich., who acted as the industry spokesman and advisor.

MOISTURE DETECTOR from Laucke Laboratories is explained (left) while businessmen peek through a pulp bale wire binder from the Cranston Machinery Co.

Italy is over the hump and looking for imports

1964 recession declared over, but some weak spots in economy remain; Italian people's already marked preference for U.S. goods is being strengthened

By THEODORE J. HADRABA
Counselor for Commercial Affairs, U.S. Embassy, Rome

Conversations with businessmen, observation of commercial activities in the market place, and probings into the plans and attitudes of Italian traders and industrialists lead to the conclusion that prospects for American business in Italy appear more promising now than they have been in the past two years.

In 1964, when Italy was experiencing the worst of her economic recession, imports from the United States dropped to $979.5 million from the previous year's peak level of $1,042.3 million. The cautious attitude of the average Italian businessman prevailed throughout 1964 and persisted into the early months of 1965, but began to give way to somewhat more optimistic outlooks as Italian industrial production and export trade rose in mid-1965.

Admittedly, some weak spots remain in the economy, especially in the construction, natural-fiber textile and mechanical sectors. Part of the weakness is traceable to structural problems and is not due solely to the low level of business activity.

Despite the weak spots, the recession is over for the Italian economy as a whole and the country has entered a period of recovery—uneven and spotty, but moving upward.

Bright spot

Several signs bode well for U.S. trade, including:

- Rising wage levels;
- Increasing consumer demand;
- Growing exports, requiring the purchase of raw materials and semi-manufactures abroad;
- Overdue resumption of capital equipment purchases;
- A highly favorable balance of payments;
- An improvement in the competitiveness of many American products as wage levels and other costs rise in other EEC countries.

TO BUY OR NOT TO BUY, ponders a visitor at the recent Electronic Data Processing Equipment Show in the U.S. Trade Center in Milan. This Friden 6010 data processing system was a leading attraction.

Italy is a market of nearly 52 million avid customers with a rather heavy reliance on foreign sources for many of its supplies. The United States already enjoys a lively trade with Italy, ranking second only to West Germany. Although Italy's total imports in the first half of 1965 dropped by 11% in value, the United States shares of the Italian market remained virtually unchanged at 13.9% while West Germany's share of the Italian market dipped from 16.5% to 14.6%.

It is often said—and with validity—that in trade promotion there is no substitute for the direct dialogue between seller and buyer. In Italy, the Export Expansion Program of the United States has strongly fostered this dialogue. Much of the improved prospect for American exports may be attributed to the increasing interest and growing seriousness of American businessmen in the Italian market.

The various facets of the Export Expansion Program are also fostering a growing appreciation for the quality of U.S. products, reinforcing the natural propensity which most Italians have for American goods.

Trade Center helps

A leading trade promotional tool used by the United States to assist American businessmen in building their Italian markets is the dynamic and effective Trade Center in Milan, which is a permanent establishment for the exhibit of American products. The Trade Center schedules approximately eight special major exhibits of specific products annually.

The Trade Center program has been responsible for introducing new product lines in Italy and for increasing the sale of others already on the market. Of the 13 major shows staged thus far, orders booked on the floor during the shows amounted to $2.3 million, while projected sales for the full year following the exhibits have been estimated at over $20 million.

The October exhibit, which was devoted to data-processing equipment, resulted in on-the-floor sales of over $129,000 and a sales projection for the subsequent 12 months of over $2 million.

Considerably larger sales were registered at earlier shows, which featured commercial laundry and dry-cleaning equipment, automotive maintenance

BUSY ROMAN shoppers pause for a quick snack at a sidewalk fruit stand. More Italians have more money in their pockets, and many of them have a basic preference for American-made products.

equipment, specialized machine tools, and hi-fidelity and stereo equipment.

Other programs, such as the industry-organized and Government-approved trade missions, private business visits, trade contact surveys and the increasingly effective Embassy Commercial Newsletter are also helping bolster United States sales, but the total results of these programs in dollars and cents are not easily measurable.

To each his own

Experience in Italy shows clearly that the serious-minded businessman does well in his sales, whereas the tourist type does well in his sight-seeing.

There is increasing evidence of American-product preference in Italy. More and more U.S. products can be found on the shelves and counters of supermarkets, department stores and appliance sales outlets. Although consumer products have not played a large role in U.S. exports to Italy in the past, that pattern has begun to change as American exporters give increasing attention to the Italian market.

Moreover, as optimism spreads among the industrialists and Italian Government measures to accelerate public investment take further hold, there should be a revival in plant expansions and new plant construction. U.S. manufacturers of producer goods and capital equipment, whose reputation for advanced engineering is high in Italy, should chalk up some substantial new business in the months ahead.

The United States faces a good deal of competition in the Italian market—some of it Italian and some of it foreign. The French and Germans are particularly active in pushing their exports to Italy. Further, the British have redoubled their trade promotional efforts, as evidenced by an elaborate "British Week" just concluded in Milan. Presided over by the Duke of Edinburgh, the show was designed to appeal to the Italian public on a broad scale.

Still plenty of room

Despite the competition, there is still plenty of room for the enterprising American trader who takes advantage of the basic preference which many Italians have for American products. Particularly good prospects exist for electrical appliances, supermarket equipment, certain types of pharmaceuticals, telecommunications equipment, chemical processing equipment, advanced textile machinery, automated factory and office equipment, hand and machine tools, scientific instruments, educational aids, cotton household products, and casual garments. Total Italian imports from the United States for 1965 and 1966 are likely to match or exceed the peak level of 1963, provided the American trader pursues the market.

It is often claimed that selling abroad is as easy as selling in the United States. This is a generalization which is probably true for a large part of the world but not for the whole globe. In the case of Italy, American traders will find that markets can be built up for most of their products, but that some effort is required in promotion, in bargaining with the Italian buyer, and in providing rapid service and acceptable financing.

One thing is sure—if the American businessman gives as much attention to his Italian customers as he does to his domestic market, he should have little or no difficulty in chalking up success.

License needed to import wigs

Treasury announces classification; stops Communists' exchange source

The Treasury Department has put into effect an embargo on imports of wigs and certain other hair products from Communist China, as of Nov. 10.

Treasury took the action as an economic defense measure to prevent the Communist Chinese from earning foreign exchange by sales to Americans.

According to a Treasury official, these wigs make up a large and increasing proportion of the more than $30 million worth of hair pieces imported by this country each year. At least $5 or $6 million of this is accruing to Red China.

Until the Treasury action, wigs were classified as a manufactured product and did not need a license to enter the country. From now on wigs, wiglets, wefted wiglets, chignons, switches, beards, mustaches and eyelashes will be permitted entry into the U.S. only when an appropriate certificate of origin or specific license has been obtained.

All imports from Communist China have been banned for years. The problem arose because other countries have been making wigs with Chinese hair. Nearly half of the current inflow of foreign wigs are made in Hong Kong and more come from Japan and other Far Eastern countries. In many cases the hair is obtained from mainland China even if the wigs are not actually manufactured there.

French industrial output resumes upswing after relatively slow year

Trade with U.S. should rise, as both nations stress exports; Government passes measures to boost industrial investment

Industrial production in France, after a relatively slow year in many sectors, appears to be moving upward once more. Growing disposable income, plant investment, and government spending will mean increased opportunities for all categories of American exports.

Imports from the U.S. in July and August 1965 totaled $158 million, down 4.2% from last year's figure. On the other hand, exports to the United States were up 26% to a total of $105 million. The U.S., because of its importance as a market and France's unfavorable trade balance with it, is a major target for the French export drive.

The latest data show that production is well above that of the corresponding period of 1964 in chemicals, petroleum, electricity and gas, crude metals, and agricultural equipment other than tractors. The trend appears decisively upward in automobiles and woolen and synthetic textiles. There are signs of improvement in cotton textiles, semiprocessed metal products, and industrial equipment.

Branches of activity which have been especially favored by continuing strong demand in other countries are certain types of electrical equipment, steel, and textiles.

The short-term outlook is for a continued mild upswing in industrial output, due chiefly to a slight revival in consumer demand, increased governmental expenditures, orders to replenish inventories, and and an increase in private investment.

Government measures

President de Gaulle has stressed the necessity of making French industry competitive by increased investment, to be financed by savings and not by inflation.

Recent Government monetary and fiscal moves have included a corporate and dividend tax reform to make it easier for firms to accumulate capital reserves for new investments. Regulations limiting the annual increase in bank credit to 10% have also been suspended.

The proposed 1966 budget provides for a 7% increase in spending, and for personal income tax exemptions that will add about $80 million to disposable personal income.

Articles on commercial and economic conditions abroad are prepared in the Office of International Regional Economics, Bureau of International Commerce, unless otherwise specified.

Commodity stories generally are prepared by the Business and Defense Services Administration's (BDSA) industry divisions.

Reports are based on dispatches from U.S. Foreign Service posts and on department analysis.

The Finance Minister has announced: changes in the Bank of France discount policy to encourage longer-term investment; steps to encourage banks to make loans for investment purposes; regulations requiring corporations to make public additional information of interest to investors; and measures to improve export credit facilities.

Government bonds

The Government also floated a $200 million bond issue for relending the proceeds to private and government-controlled companies at 5.5% interest, which is less than they would have to pay by direct borrowing.

Current growth indicators point to an overall economic expansion of about 4.5% annually, even if private corporate investment does not repeat its extraordinary performance of 1959-62. In any case, the Government appears justified in expecting an increase in such investment over 1965 levels. Some firms simply cannot defer expanding their capacities any longer. Although many smaller firms lack the reserves to finance investments, credit will be easier to get.

Businessmen were considerably more optimistic in September than they had been in July.

The Government expects 1965 personal incomes to rise 6.3%, with disposable incomes up 5.5% over 1964. This represents a 3% increase in purchasing power. However, a sharp 18% jump in savings in the form of new housing, consumption is only expected to go up 2.4%. A 4.1% increase in consumption is forecast for 1966.

Labor calm

The generally conciliatory attitude of labor organizations is due partially to a softening in the labor market since business activity leveled off last year. Job applications at government employment offices, the official indicator of unemployment, showed a 33.5% increase in job seekers between July 1964 and July 1965. Unemployment remains at less than 1% of the work force, however.

The growing number of job seekers can be expected to inhibit any strong inflationary forces which might develop when the overall growth rate rises above 4%. In any event, the present relative stability of prices will probably be maintained for at least the next few months.

Abundant rainfall has produced record harvests of wheat, barley and sugarbeets, but lack of sunshine at the critical time hurt the quality of crops somewhat. Substantial tonnages of wheat and barley are available for export and 1.7 million metric tons of wheat have already been sold abroad.

Trade surplus grows

France's surplus on trade account with non-franc areas has steadily increased since the first quarter of the year. In the third quarter it was about $230 million. A substantial surplus was also earned in trade with the franc area during the third quarter. The French balance of payments surplus in 1965 will probably be about $1 billion, compared to $776 million in 1964. Continuing inflow of foreign exchange results mainly from the favorable French trade balance, the influx of long-term investment capital, and the substantial balance of payments surplus of the rest of the franc area with non-franc currency areas.

The crisis in the Common Market has drawn renewed attention within France to the country's stake in the Community, and brought forth statements from business and farm organizations stressing the importance of promptly resolving the conflict so the further development of the Community will not be delayed or compromised.

RUBBER, PLASTIC PRODUCTS

Large French manufacturer of molded rubber boots, small plastic boats and snow skis seeks joint-venture arrangements with U.S. manufacturers of rubber and plastic products.

Write: Baudou, S.A.R.L., at Les Eglisottes, Gironde, France. WTD.

U.S. EQUIPMENT owned by Saudi Government widens the road through the Hofuf date gardens. Several new public works projects will offer fine prospects for more sales of U.S. products to Saudi Arabia.

Industrial diversification opens new trade channels in Saudi Arabia

U.S. still holds largest share of Arabian import market, but determined EEC traders are making strong inroads

Increased oil revenues and the desire to achieve a balanced economy through planned development are transforming Saudi Arabia into an increasingly lucrative market for world trade.

The foundation of the Saudi economy rests on oil revenues. While the rate of crude oil production dropped slightly in 1964, total oil revenues rose from $455.2 million in 1963 to $523.7 million in 1964. With an eye on expanding the Saudi industrial sector, the Minister of Petroleum, Agriculture, and Communications recently visited the United States with the primary purpose of employing engineering consultants.

The industrial projects expected to be undertaken include: a 12,000-barrel per day Jidda refinery under the auspices of the Saudi Government organization, Petromin (tender for its construction expected to be awarded this fall); contracts and concessions for the extraction of a variety of raw materials, such as gypsum, copper, iron and asbestos; and a $2.9 million outlay to create "industrial estates" in Riyadh, Jidda, and Dammam; design contracts totaling $1.5 million will go towards the creation of grain storage and milling facilities. The contracts will go to firms which have applied to the Ministry of Commerce. Desalting and electric power generating plants are also expected to bring additional contracts in the future.

Promise for U.S.

The Ministry of Communications has already submitted plans for the study of long distance telephone/television connections by microwave or other means; however, no awards have been made in this field, which holds promise of valuable export opportunities for U.S. electronics firms. Feasibility projects for the expansion of the Port of Jidda have been completed and a tender for its construction is expected to be announced in about six months.

Saudi Arabian Airlines have carried out preliminary design studies for modernization of the Jidda and Riyadh airports. These projects will provide opportunities for American suppliers of various types of equipment, from electronic gear to passenger lobby fittings.

The Ministry of Defense and Civil Aviation has contracted for a number of helicopters, and may be in the market for helicopters for air-sea rescue work.

The Defense Ministry has also announced that it would undertake a $968 million program for the overall development of its armed forces over the next five to 10 years. About $100 million will be spent on construction of military cantonments near the Saudi border and an American firm will probably provide consulting engineering services, while other U.S. firms will have opportunities for construction and equipment sales.

While the base of domestic production in Saudi Arabia is beginning to expand, the importance of foreign trade to the economy is still very great and will probably continue to be; estimates place imports as constituting almost 30% of total GNP.

In 1964, Saudi Arabia imported $89.2 million worth of goods from the United States, $38.9 million from the United Kingdom, and $38.2 million from Japan.

The composition of Saudi imports in 1964 by main commodities was as follows: motor vehicles ($51.6 million), up 70.2% from the preceding year; foodstuffs ($48.2 million), up 24%; machinery and appliances ($38.6 million), up 97.9%; textiles and clothing ($25.3 million), up 29%; and building materials ($20.7 million), up 54.2%.

While the United States remains the largest supplier of goods to Saudi Arabia, the percentage of imports from the United States is slowly dropping, while the EEC countries are gaining ground. EEC businessmen have consistently outbid U.S. businessmen whenever and wherever possible. European competitors are willing to take the time and energy in exhausting every possible opportunity to make a sale.

The key to a successful operation in Saudi Arabia will be in the American firm's willingness to cultivate this market and to meet Saudi officials and businessmen, thereby acquiring personal knowledge of operating conditions on the spot.

A Commerce Department Trade Mission will visit Saudi Arabia early in 1966.

Pakistan resumes Free List imports on restricted basis

All 31 items are subject to foreign exchange allocations

Free List imports into Pakistan, previously discontinued (with the exception of Agency for International Development-financed goods), are being resumed on a restricted basis.

A revised Free List of 31 items, as opposed to the original list of 56 items in the July 1, 1965-June 30, 1966 import policy (see INTERNATIONAL COMMERCE, Aug. 23, 1965, p. 25), has been issued by the Government.

Fifteen of these 31 items are earmarked for import by industries only, with the balance open to both commercial importers and industrial users.

The revised list, unlike the original list, subjects all items to foreign exchange allocations by imposing maximum value limitations for individual letters of credit. Repeat letters of credit will be allowed, however, on presentation of bills of entry for at least 90% of the value of the previous letter of credit.

According to an announcement, authorized foreign exchange dealers will continue to accept letter of credit applications for all the 56 items on the original Free List. For the time being, however, letters of credit will be allowed only for the 31 items on the revised list, with other applications kept pending.

Letter of credit applications

Similarly, letter of credit applications for aid financed goods, the only Free List goods being imported prior to last Oct. 2, are to be kept pending except in cases where arrangements for import had already been completed.

Following are the 31 items on the revised Free List (the first 15 items listed are those reserved solely to industrial users):

Iron and steel; non-ferrous metals; fire bricks with alumina content of 40% and above; raw material of life saving drugs and medicines; gas black and carbon black; lampshell and other items for manufacture of electric bulbs; raw material for flourescent tubes; maintenance spares, packing for engines and boilers for all industries (excluding jute industry) and components including other items for assembly/manufacture of electric motors, meters, transformers, and switchgears;

Lithopone; barytes (snow white grades only); plumbago and graphite; linseed oil (other than raw); nylon twine; carbon block; sizing material excluding tallow, glue, gum and resins, stearline and wax and maize starch but including flourspar, feldspar, bleaching earths and magnesia compositions; technical and scientific journals and magazines; technical, scientific, reference and text books (including manuscripts), maps, charts, and geographical globes; cement (gray);

Soda ash; chemicals; coaltar dyes including dyes for textile printing; dyeing and tanning substances (excluding henna, sulphonated oils, cremol sulphonated oil, Turkey red oil and kid finishing oil); laboratory glassware, graduated or ungraduated; electric insulating material;

Coal; packing for engines and boilers; marine diesel engines connected with variable speed gear box and reversing clutch system, and parts thereof; pigments and dry colors; X-ray films and plates; tires and tubes for tractors; scientific and surgical instruments, apparatus, and appliances made of rubber, including family planning devices.

Of the above, cement and coal will be imported only from Communist China under barter or credit arrangements.

Canada will implement long-term progam for Nova Scotia coal industry

The Canadian Government has announced plans for implementing a long-term program for the Nova Scotia coal industry.

The announcement was made by Canadian Minister of Labor, Allan J. MacEachen, who said the Government is chiefly concerned with the maintenance of employment in Cape Breton. The $25 million program will be used to open a new mine and to assist in rehabilitating existing mines.

The new mining operation between Sydney and New Waterford is expected to cost about $10 million and will employ approximately 900 men when it is in full production.

According to the Minister, about five years will be required to bring the mine into operation but he gave no indication as to when work will commence.

The Labor Minister stated that $15 million will be spent to rehabilitate and to automate existing mines. [The Dominion Coal Company Limited has pits at New Waterford and Glace Bay and a colliery at Sydney Mines.]

Nigeria to use new measurement system

The Nigerian Government is expected to implement its 1962 Weights and Measures Act by December. This will mean that only the Imperial and Metric units of measurement will be authorized.

Since British and U.S. units of weight are identical, the new act will only affect U.S. products which are sold by volume measurement and not weight. The obvious volume measurements that will not be permitted in Nigeria after implementation of the Act are the U.S. gallon, quart and pint.

If U.S. products are sold in containers designated simply in fluid ounces, this will be permissable under the Act. Furthermore, the new Act will permit products to be sold with no unit of measure shown on the container. Also permitted is dual marking of liquid containers, which is a common practice with British exporters.

A U.S. product could be legally sold with U.S. and/or Metric units of measurement both shown on the container, and this may be the most practical method of conforming with the new Act.

Interested U.S. exporters may write directly to the Superintendent of Weights and Measures, Federal Ministry of Trade, P.M. Bag 1088, Ikeja, Nigeria, for clarification of specific details. The pertinent documents are the Nigerian Weights and Measures Act, 1962 (No. 40) and the Weights and Measures Regulations, 1965 (No. 57). In the interim, U.S. firms may obtain a copy of the regulations on a loan basis.

Write: Bureau of International Commerce, BIC—8430, Department of Commerce, Washington, D.C. 20230.

Nicaragua drops deposit requirements for imports

The Central Bank of Nicaragua has eliminated the prior deposit requirement on all imports.

Prior to this action, the Bank required a deposit of 40% of the c.i.f. value on imports of semi-essential and nonessential items.

Importers must continue to file import declarations with the Bank for statistical purposes.

Rhodesia announces new import rules in move to save foreign exchange

Government cites abnormally high level of import orders; almost all shipments now must have a specific import license

The Government of Rhodesia has announced new import control measures which are designed to reduce the present strain on her foreign exchange reserves. The new restrictions became effective on Nov. 4.

Henceforth all shipments to Rhodesia must be covered by a specific import license, with the exception of such items as samples and advertising matter not for sale, exposed cinematograph film, personal or household effects, gifts of minor value, goods in transit, and other similar items which may still be imported under open general license. Furthermore, these regulations apply to Rhodesian imports from all countries, except shipments originating in Bechuanaland and Malawi, which may enter under open general license.

The Rhodesian Government explained that the tighter controls were necessitated by an abnormally high level of foreign orders placed by local importers, which could place a serious burden on external reserves if such contingent obligations for payment were allowed to materialize.

An exception to the new controls was made for goods shipped prior to midnight, Nov. 3. Such goods will be subject to previous import licensing regulations, and foreign currency will be made available by local banks based on the relevant shipping documents. This provision is valid for exporting countries outside of Africa only if, after meeting the shipment deadline, the goods are entered for consumption or warehousing within 14 days of Nov. 4 if delivered by air, or within 42 days if shipped by other means. Similarly, for exporters within Africa, the grace period, regardless of transportation method, is 14 days.

Applications being taken

Under the new regulations, Rhodesian importers must apply for their specific import licenses to the Import Control Section of the Ministry for Commerce and Industry. Applications are currently being accepted for goods not covered by open general license and to be imported on or before Dec. 31, 1965. Information regarding goods to be imported on or after Jan. 1, 1966, will be published later.

For copies of the new Rhodesian import control order, **write:** the Africa Division, OIRE, Bureau of International Commerce, Dept. of Commerce, Washington, D.C. 20230.

Italian revisions

Italy has revised its regulations regarding the use of chemical additives allowed in the preparation and preservation of food. For an English translation of the new regulations, on a loan basis, **write:** OIRE, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230.

Copyright law passed by German Parliament

The German Parliament has passed a new copyright law which had been under consideration for many years, replacing legislation now in force.

Under terms of the new law, the duration of copyright protection has been extended from 50 to 70 years, a length of time unique in European copyright laws.

The new law strengthens the right to the protection of intellectual property. Performing artists such as conductors, musicians, and actors now enjoy legal claims to protection against unauthorized use of their recorded performances.

Authors of protected works are entitled to compensation for the reproduction of their works, such as on tape recordings or film.

The rights of radio stations to transmit protected works without the consent of the author or his publisher have been limited by the new law.

Most of the provisions of the new law, which applies in the Federal Republic and West Berlin, will enter into effect on Jan. 1, 1966.

The law is published in the *Bundesgesetzblatt* (German Federal Law Gazette) Part I, of Sept. 16, 1965, p. 1273-93. Copies may be obtained from the publisher, Bundesanzeiger Verlags Ges. m.b.H., Bonn, Germany, for about $0.25, or from the Photoduplication Service of the Library of Congress for a nominal fee.

Austria proposes bill to free more imports from licensing procedures

The Austrian Council of Ministers has agreed on a bill freeing a number of items from import licensing procedures on Jan. 1, 1966.

The imports affected are passenger automobiles; motorcycles over 350 cubic centimeters; antifreeze materials; brake fluid; cameras; flashlights; exposed and unexposed film; slide projectors; outboard motors; sports equipment; certain toys; razors; razor blades; wicker goods; cosmetics; perfume; raw coffee; and animal and plant fats.

An increase in Austrian imports of these commodities is expected.

U.S. firms respond to offer for Curacao Free Zone service

At least 16 U.S. business firms have expressed interest in services offered by Curacao Free Zone Storage and Services, Inc., a special company established to assist firms that want to operate in the Free Zone. (See INTERNATIONAL COMMERCE, Aug. 23, 1965, p. 26).

The company specializes in assistance to foreign companies not wishing to establish staffs in the Zone o form subsidiaries unde Netherlands Antilles law.

It will receive shipments, clear them into the Free Zone, store merchandise, process, pack, keep stock-control of the goods, remark, repack and reexport the goods to any part of the world.

For further information, **write:** Curacao Free Zone Storage and Services, Inc., P.O.B. 157, Curacao, Netherlands Antilles.

Uruguay makes changes in import regulations

The Government of Uruguay has made several changes in its import policy.

The exceptional regime, established last June, prohibiting importation of all but a few essential items, has been repealed.

Importation of items subject to surcharges of 60% or higher, except raw materials necessary to national industry, is prohibited for 180 days and importation of certain items subject to the 30% surcharge is prohibited for 30 days.

Imports of capital goods can be effected only when financing has been obtained abroad on terms of not less than three years. The Bank of the Republic is empowered to require a prior deposit equal to the cif value of the goods, in addition to the prior deposits currently in effect.

Investment Opportunities

Turkish automotive dealer proposes joint venture

A joint venture to manufacture such automotive parts as suspension coil springs, shock absorbers, oil filters, oil seals, and front suspension kits is sought by Turkish firm now importing and wholesaling this type of automotive equipment.

Total cost of project is estimated to be $300,000. The U.S. collaborator is expected to furnish technical know-how as well as financial support and some equipment. The Turkish firm is prepared to negotiate on all facets of an agreement.

Turkey currently imports a large volume of automotive parts and materials, much of it for the several assembly operations which now produce most of the trucks sold in Turkey.

It is reported that these assembly industries are under strong pressure to utilize local facilities for the procurement of parts and that the Turkish Ministry of Commerce commonly goes so far in protecting domestic industries as to deny import licenses for items which are being produced in Turkey regardless of price and quality. The firm also hopes to supply parts to a large British motor company now constructing an assembly plant in Izmir with production scheduled to begin in 1967.

Write: Yildiz Komandit Ortakligi, 301 Akgerman Han, Izmir, Turkey. WTD.

Pillsbury firm to build flour mill in Philippines

Pillsbury Holdings (Canada), Ltd., a wholly-owned subsidiary of The Pillsbury Co., Minneapolis, has invested $490,170 for construction and operation of facilities for milling wheat flour in the Philippines.

Philippine industrialists have provided two-thirds of the equity capital in the venture which is expected to benefit the Philippine economy, encourage development of industry, teach technical skills and provide jobs.

The industry expects to import about $6 million worth of wheat annually from the U.S.

The Agency for International Development has issued guaranties totaling $1 million to the firm. The guaranties are divided equally between protection against currency inconvertibility and loss from expropriation.

Investment assistance

It is suggested that firms responding to investment opportunities listed in this section may wish to notify the Bureau of International Commerce of their action, so that further assistance may be extended where appropriate. A post card, or simply a carbon of the letter addressed to the foreign firm will be sufficient to insure receipt of additional information as available.

A (★) following the name of the foreign firm denotes that additional information concerning the proposal is available at no charge by contacting BIC-8630, Room 1520, Department of Commerce, Washington, D.C., 20230. (Telephone: 202-WO 7-4065 or WO 7-5367).

WTD indicates that a World Trade Directory Report containing financial and business background information is available on the foreign firm proposing the investment opportunity. Copies are $1 each from the Bureau of International Commerce (BIC-8120), Room 6059B, Department of Commerce, Washington, D.C. 20230.

Licensing arrangement sought by Congolese bicycle firm

The largest manufacturer of bicycles in the Congo would like to negotiate licensing arrangements with U.S. producers in this field.

The Congolese firm is reported to have a new factory containing a high proportion of late model U.S. machinery and equipment. Current bicycle production is about 150 daily, capacity 400 daily.

The company's aim is to broaden the price and quality range of its product, introducing new models and products where advisable. It also assembles motor cycles and is currently considering introduction of an Italian designed, lightweight three-wheel truck.

Through a joint venture arrangement with a large trading company concluded in 1964, the firm is reported to have an excellent distribution system and is further aided by an import ban on bicycles competing with local production.

Write: Societe Nouvelle Des Cycles Orban (CYCLOR) B.P. 2, Leopoldville, Democratic Republic of the Congo.★

New Zealand firm offers glass washing machine

A New Zealand manufacturer seeks U.S. licensees for production of its high speed glass washing machine for bars and hotels.

The firm reports that its machine was displayed at a Motel and Hotel Exposition in the U.S. last year where it attracted considerable attention.

Features claimed include capacity to wash and remove any type of lipstick from up to 34 glasses in about one minute; leaves glasses spotless and sparkling; automatically controls the temperature of the water and will not operate until water reaches 175°; last cycle is a cold rinse which allows immediate use of glasses after washing.

It measures 33 inches high, 26 inches wide, and 20 inches in depth.

For additional information on the product and the name and address of the manufacturer, **write:** Bureau of International Commerce, Office of International Investment, Department of Commerce, Washington, D.C. 20230, referring to File 1327-R.

SPECIAL PURPOSE MACHINERY

Designers of special purpose machines is interested in a joint venture arrangement with a U.S. company for the design and manufacture of special purpose machinery in the following range: fine boring machines; in-line and rotary index transfer machines; automatic assembly machines.

Write: Banrath Automation, Ltd., Chapel Ash, Wolverhampton, England.

SYNCHRONOUS MOTORS

Manufacturer of small precision equipment, principally measuring equipment such as gas, water and electric meters, volume counters, speed registers, and other similar equipment seeks U.S. licensing rights on synchronous motors.

Write: Denis Freres & Cie, Saint-Nicolas d'Aliermont (Seine-Maritime), France.

EQUIPMENT

A firm specializing in boilerwork and metal construction for heavy industry seeks licensing rights from a U.S. firm to build special equipment for the chemical industries.

Write: Establissements J. Mouty, Paris, France.

Australia wants regional shopping hub for Victoria; seeks bids from developers

The City Council of Ringwood, Victoria, is inviting bids for the lease and development of a regional shopping center on a 14-acre site. The center will be located on the main highway, almost opposite the railway station. Area population is estimated at about 145,000, with an expectant yearly increase of about 9,000 persons.

The lease is to be for a period of 75 years from the date of obtaining vacant possession of the site, planned for about July 1, 1966. At that time, a premium payment of about $672,000 will be due and payable. The minimum annual rental is to be about $28,000.

Within a period of 2½ years of obtaining vacant possession of the site, the lessee at his own expense shall construct a major department store with a floor area of not less than 100,000 sq. ft., a supermarket with a floor area of about 20,000 sq. ft., and 20 to 30 small shops of varying sizes totaling an area of at least 30,000 sq. ft. Car parking facilities shall be provided on the basis of at least 6 spaces for each 1,000 sq. ft. of building area.

Bids and preliminary plans are to be delivered to the Town Clerk on or before 12 noon Dec. 13. The City Council will take into account the quality and design of the proposed development as well as the annual rental figure when they consider the submitted bids.

Interested companies can review a copy of the tender, an explanatory brochure, and a map of the area on the proposed project in the Building Materials & Construction Industries Division, BDSA, Rm. 4014, Department of Commerce, Washington, D.C.

Consultants' services sought for Nigerian road projects

The Federal Government of Nigeria plans to construct and improve the roads leading to the port of Apapa and seeks consultants' applications for services. The project will include reconstructing 1.2 miles of the Ijora Causeway to four lanes; the Apapa road (about 2.4 miles) with supplementary service roads, cycle tracks, intersections, ramps and elevated structures.

The required services of the consultants will be to assist the Federal Ministry of Works in supervision of the described works, to carry out a study of the trunk road network in Nigeria for establishing the technical and economic criteria to be applied in determining which roads should be under Federal jurisdiction and indicating the roads likely to be affected by application of this criteria.

The consultants will also review the work already done to determine the feasibility of improving about 700 miles of federal roads and to carry out any necessary supplementary investigations to determine whether the roads are economically justified. The consultants are to carry out a study to determine the feasibility and economic justification for constructing an alternative road from the port of Apapa to Ibadan, the approximate alignment of such a road and its cost and timing of construction.

Only consultants having similar job experience need apply. Applications should be sent before the Nov. 24 deadline to the Director of Federal Ministry of Works, Headquarters, Lagos, Nigeria. Bidders' applications must be supported by pre-qualification documents which should state first their experience on similar work, and secondly their executive capacity in respect of personnel, giving full details of their qualifications and experiences.

Bid registrations invited by New Zealand on tunnel jobs

Bona fide contractors are invited to register to bid by Dec. 21 on the construction of New Zealand's Tongariro Power Development Tunnels, Contracts Nos. 2 and 3.

Write: Secretary, Tenders Board, Ministry of Works, P.O. Box 8015, Government Buildings, Wellington.

Contract No. 2, Tokaanu Tunnel, consists of the excavation and concrete lining of about 18,800 ft. of 20'9", 500 ft. of 18'6", and 800 ft. of 16'9" internal diameter tunnel, the excavation and concrete lining of a surge chamber, and the construction of a concrete intake and gate structure.

Contract No. 3, Moawhango to Tongariro Tunnel, consists of the excavation and concrete lining of about 49,500 ft. of 10'9" equivalent internal diameter tunnel and the construction of concrete intake and outfall structures.

A charge of $56 (20 N.Z. £) will be made for each set of documents for each Contract but will be refunded on receipt of a bona fide tender or the return of the tendering documents in good condition. Submitted checks are to be drawn on a bank in New Zealand in favor of the "Trust Account, Ministry of Works" and crossed "Account Payee Only". Exchange shall be added where necessary. (INTERNATIONAL COMMERCE, Oct. 18, p. 33; Aug. 9, p. 29.)

Competition for architects

The Automobile & Touring Club of Lebanon, P.O. Box 3545, Immeuble Fattal, Rue du Port, Beirut, will hold a competition of ideas on architecture for the erection of a tourist and social compound at Kaslik, a short distance from Beirut.

The compound will serve as a permanent meeting place for members of the Automobile & Touring Club and of affiliated touring and yachting clubs, and as a receiving center for invited foreign tourists.

Plans must be received by the Club before Jan. 31, 1966.

Details of the competition, in French, are available to interested architects located in the U.S. at the Water Industries & Engineering Services Division, BDSA, Rm. 4111, Department of Commerce, Washington, D.C. 20230.

Prequalification bids on bridge and viaducts invited by Argentina

Project to cost $12 million

The Ministry of Public Works of the Province of Buenos Aires has opened a register for engineering companies with experience in bridge and elevated highway structures, in order to prepare a qualified bidders' list for the design and the construction supervision of a bridge and adjoining approaches over the Riachuelo River for the proposed La Plata-Buenos Aires Expressway. Construction costs of this project are estimated to exceed $12 million.

The register will be maintained in the offices of the Comision Especial de la Autovia La Plata, Calle 8 entre 56 y 57, La Plata, Province of Buenos Aires.

Interested bidders may register by personal contact or by mail before Nov. 30, and must present a detailed report on similar works executed, personnel resume, and other pertinent information for evaluating the applicant's background, experience and capabilities.

Finnish railways seeks radio communication equipment bids

The Finnish State Railways has released details of a purchase program for radio communication equipment for train to train, train to wayside, and within yard communications. While the quantities involved were not discussed, the plan implied that quite a few locomotives will be equipped.

The equipment is to operate in the 156-174 Mc/s frequency range, with a power output of 20 watts preferred, and should be equipped for full duplex operation.

No deadline was given for submitting offers under the set of specifications, No. STT 1548. Firms wishing to submit offers or to request additional information should communicate with Mr. K. Toivola, Machinery Dept., Board of Administration, Finnish State Railways, Vilhonkatu 13, Helsinki, Finland.

Loan copies of the specifications are available to firms located in the U.S. from the Electronics Division, BDSA-6420, Rm. 4117, Department of Commerce, Washington, D.C. 20230, telephone: 202-967-4036.

New cycles rate on electrical equipment issued by Venezuela

Venezuela's Ministry of Development has issued decree No. 3633 of Oct. 18 requiring that all electrical equipment imported after July 1, 1966, be designed to operate at 50/60 cycles.

Any equipment not meeting these requirements must be modified, at the owner's expense, at such time as the 60 cycle current is put into use.

Costa Rica issues 3 tenders for road and bridge building

The Costa Rican Government is seeking bids on three separate tenders, two for road construction and one for constructing three steel bridges which are a part of the road projects.

The first project, tender No. 9957, is for construction of approximately 11 miles of road between La Marina and Pital. Bids should be submitted in Spanish by 8 a.m. Nov. 24 to the Ministry of Transportes, San Jose. The Ministry also has specifications for this project which are available to interested bidders upon payment of $500 plus $75.53 airmail postage.

The second project, tender No. 9958, is for construction of almost 9 miles of road between the towns of Florence and Muelle.

Bid deadline is 9:30 a.m. Nov. 24. Specifications are available for the same fee and postage as above.

Tender No. 9959, bid deadline of 2 p.m. Nov. 24, is for the construction of three steel bridges, which will be part of the Marina-Pital and Florence-Muelle road construction projects. Specifications for this tender are available from the above-named Ministry upon payment of $200 plus $30.08 for airmail postage.

Copies of these tender notices are available to interested companies located in the U.S. from the Building Materials & Construction Industries Division, BDSA-6460, Department of Commerce, Washington, D.C. 20230, telephone: 202-967-3601.

NATO gives addenda and new deadline for nets tender

NATO has issued a description of the camouflage nets required under the international tender action No. 761 announced by NORTHAG/TWOTAF (INTERNATIONAL COMMERCE, Oct. 18, p. 39).

For the 14′ x 14′ nets, material should be of plastic, durable, non-rotting, non-peeling, weather-resisting, incombustible. The 24′ x 24′ nets should be knotted meshes of approximately 2″ x 2″ width. The 35′ x 35′ nets should have a garnishing autumn woodland pattern of the general region, non-fading colors, irremovably fixed to the net.

The bid deadline has been extended from Nov. 1 to Nov. 22.

A copy of the bidding instructions and the addenda is available to U.S. firms from the Department of Commerce, Trade Opportunities Staff, BDSA-6192, Washington, D.C. 20230.

Libya to build two hotels; guarantee required with bid

Libya's Tourist Department is inviting contractors to submit bids that are indivisible on the construction of two hotels. One hotel will be built in Tobruck, under tender No. 773; the second hotel in Sirte, under tender No. 774.

Bids deadline for both tenders is Dec. 20. Bids should be submitted to the Secretary, Central Tenders Board, Ministry of Finance, Sharia Shatt, Tripoli, in sealed envelopes, bearing the tender number and title (Construction of (name) Hotel). With each bid submitted, there must be the required U.S. $11,200 guarantee receipt issued by Libya's Treasury, or a guaranteed check, or letter of guarantee, valid for three months, issued by a Libyan bank and payable to the above-named Secretary. The successful bidder, upon signing the contract, shall deposit the required 10% of the tender value.

Bidders are required to list their professional licenses, place of issue, expiration date, and type of work covered by license.

Specifications and conditions for the hotel projects are available for approximately $84 each, not refundable, at the Tourist Department in Tripoli and the offices of the Tourist Control in Benghazi, or from the offices of Consultants (AIA) located in Sharia Haiti, in Tripoli.

Pencils in various colors and assortments sought in tender issued by SHAPE

Over 5½ thousand dozen pencils in different colors, assortments, graphite lead and offset variety will be purchased by the Supreme Headquarters Allied Powers Europe. Invitation to Bid No. 3.66 is open to U.S. firms.

Bid deadline is Nov. 29.

The Invitation is divided into four lots calling for 332 dozen thin lead pencils in blue, red, yellow, brown and green colors; 4,920 dozen thin lead graphite pencils with rubber tip graduation 1, 2 and 3; 60 dozen "Multilith" pencils for offset process; and 255 dozen 12 and 36 color-pencil assortments.

Bids are to be submitted to the Purchasing & Contracting Officer, Headquarters Command, Bldg. 22, SHAPE, Paris, France. A copy of SHAPE's Invitation to Bid, Bidding Instructions and General Conditions is available on loan to U.S. firms from the Department of Commerce, Trade Opportunities Staff, BDSA-6192, Washington, D.C. 20230.

India seeks supply of various transistors and electron tubes

The Indian Telephone Industries Ltd., Dooravani Nagar, Bangalore-16 India, has issued tender No. PE:E51992/SPC for 9 different types of transistors in quantities ranging from 1,000 to 30,000, and 12 different types of electron tubes in quantities ranging from 30 to 8,130.

Bid deadline is Dec. 6.

A copy of the tender is available on a short-term loan basis to firms located in the U.S. from the Electronics Division, BDSA-6420, Rm. 4119, Department of Commerce, Washington, D.C. 20230, telephone: 202-WO 7-2328.

E. Pakistan extends deadline

The Secretary, East Pakistan Railway Board, Railway Bldg., Chittagong, has extended the bid deadline for the supply of hook bolts and dog spikes, tender No. PD/PW/31/8, from Oct. 28 to Nov. 30. All other instructions remain unaltered. (INTERNATIONAL COMMERCE, Oct. 18, p. 32).

NATO project in Belgium open to eligible bidders

A project for the installation of electrical equipment in two runway reinforced concrete shelters and the installation of air filtered ventilation in these shelters is open to U.S. firms who are certified eligible to participate in NATO-International Competitive Bidding (ICB). Estimated cost is $42,000 for the equipment phase and $50,000 for the air ventilation phase.

U.S. firms desiring to participate must register their interest before Nov. 30. Firms must have at least "Confidential" security clearance. **Write:** Direction Generale des Constructions, Section Planning International, Caserne Major Geruzet, 294 Bvd General Jacques, Brussels, 4, Belgium.

Prospective bidders may obtain specifications for a $6 (frs 300) fee per phase, payable to "CCP account No. 3007.43" of the Office Central des Soldes et Indemnites, Brussels, indicating the name of the firm, the above-named agency (Direction Generale des Constructions, etc.) and the identification "Bid a) 17/1—Electrical" and/or "Bid b) 17/1—Heating."

U.S. firms who are interested in becoming certified for NATO-ICB may request a copy of a new booklet, "Doing Business With NATO", which explains certification requirements, from the Department of Commerce's Trade Opportunities Staff, BDSA-6192, Washington, D.C. 20230.

Stenographic and writing pads required by SHAPE

The Supreme Headquarters Allied Powers Europe has issued an invitation to bid, No. 5-66, for writing pads and stenographic notebooks.

Bid deadline is Nov. 30.

Required specifications are: White, 100-sheet writing pads with cardboard back and glued on top: 3000 unruled, 4″ x 5½″; 2000 unruled, 5½″ x 8″; 3400 ruled both sides, 5½″ x 8″; 15,100 ruled both sides, 8″ x 10½″; and 1500 squared both sides, 8″ x 10½″.

Steno-notebooks are to be procured in the following quantities: 6″ x 9″, 100 sheets, white with stiff cover and spiral wire binding: 300 unruled, and 2600 ruled both sides plus one vertical line centered.

Bids are to be submitted to the Headquarters Command, Purchasing & Contracting Officer, Supreme Headquarters Allied Powers Europe, SHAPE, Paris, France.

U.S. firms may obtain a loan copy of the invitation to bid, bidding instructions and general provisions from the Department of Commerce, Trade Opportunities Staff, BDSA-6192, Washington, D.C. 20230.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classification. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Every effort is made to include only firms or individuals with good reputations. However, the Department of Commerce cannot be responsible for any resultant trade relations.

The listing in INTERNATIONAL COMMERCE of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the U.S. Department of Commerce pursuant to the U.S. Export Control Act. For applicable export licensing regulations and policies, see the Comprehensive Export Schedule or consult the Bureau of International Commerce's Office of Export Control or any Department of Commerce Field Office.

- indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by firms located in the U.S. from the Business and Defense Services Administration (BDSA), Department of Commerce, Washington, D.C. 20230; telephone numbers indicated. To avoid delay, requests for loan material should specify country and commodity.

★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be obtained by writing the Trade Opportunities Staff, BDSA-6192, Department of Commerce, Washington, D.C. 20230. The T.M. (trade mission) number is requested in correspondence. Requests for loan material should specify country and T.M. number.

WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $1 each from the Bureau of International Commerce, BIC-8120, Department of Commerce, Rm. 6059 B. Telephone: 202-WO 7-4203. The date following the letters WTD refers to the date of issuance of the report. If WTD is in preparation, action will be completed on a priority basis upon receipt of request specifically identifying the trade opportunity involved.

U.S. DEPARTMENT OF COMMERCE—FIELD OFFICES

ALBUQUERQUE, N. MEX., 87101, U.S. Courthouse. Phone: 247-0311.

ANCHORAGE, ALASKA, 99501, Rm. 306, Loussac-Sogn Building. Phone: 272-6331.

ATLANTA, GA., 30303, 75 Forsyth St., N.W. Phone: 526-6000.

BALTIMORE, MD., 21202, Rm. 305, U.S. Customhouse, Gay and Lombard Sts. Phone: Plaza 2-8460 Ext. 2784.

BIRMINGHAM, ALA., 35203, 302 Title Bldg., 2030 Third Ave., North. Phone: 325-3131.

BOSTON, MASS., 02110, Room 230, 80 Federal St. Phone: CApitol 3-2312.

BUFFALO, N.Y., 14203, 504 Federal Bldg., 117 Elliott St. Phone: 842-3208.

CHARLESTON, S. C., 29403, Suite 631, Federal Bldg., 334 Meeting St. Phone: 747-4171.

CHARLESTON, W. VA., 25301, 3002 New Federal Office Bldg., 500 Quarrier St. Phone: 343-6196.

CHEYENNE, WYO., 82001, 6022 U.S. Federal Bldg. and Court House, 2120 Capitol Ave. Phone: 634-3920.

CHICAGO, ILL., 60604, 1486 New Federal Building, 219 South Dearborn St. Phone: 828-4400.

CINCINNATI, OHIO, 45202, 8028 Federal Office Bldg., 550 Main St. Phone: 684-2944.

CLEVELAND, OHIO, 44101, 4th Floor, Federal Reserve Bank Bldg., East 6th St. & Superior Ave. Phone: 241-7900.

DALLAS, TEX., 75202, Room 1200, 1114 Commerce St. Phone: Riverside 9-3287.

DENVER, COLO., 80202, 16407 Fed. Bldg., 20th & Stout Sts. Phone: 297-3246.

DES MOINES, IA., 50309, 1216 Paramount Bldg., 509 Grand Avenue. Phone: 284-4222.

DETROIT, MICH., 48226, 445 Federal Bldg. Phone: 226-6088.

GREENSBORO, N.C., 27402, Room 412, U.S. Post Office Bldg. Phone: 275-9111.

HARTFORD, CONN., 06103, 18 Asylum St. Phone: 244-3530.

HONOLULU, HAWAII, 96813, 202 International Savings Bldg., 1022 Bethel St. Phone: 588-977.

HOUSTON, TEX., 77002, 5102 Federal Bldg., 515 Rusk Ave. Phone: CA 8-0611.

JACKSONVILLE, FLA., 32202, 512 Greenleaf Bldg., 208 Laura St. Phone: Elgin 4-7111.

KANSAS CITY, MO., 64106, Room 2011, 911 Walnut St. Phone: BAltimore 1-7000.

LOS ANGELES, CALIF., 90015, Room 480, Western Pacific Bldg., 1031 S. Broadway. Phone: 688-2833.

MEMPHIS, TENN., 38103, 345 Federal Office Bldg., 167 N. Main St. Phone: 534-3214.

MIAMI, FLA., 33130, Rm. 1628, Federal Office Bldg., 51 S.W. 1st Ave. Phone: 350-5267.

MILWAUKEE, WIS., 53203, Straus Bldg., 238 W. Wisconsin Ave. Phone: BR 2-8600.

MINNEAPOLIS, MINN., 55401, 306 Federal Bldg., 110 S. Fourth St. Phone: 334-2133.

NEW ORLEANS, LA., 70130, 909 Federal Office Bldg., (South) 610 South St. Phone: 527-6546.

NEW YORK, N.Y., 10001, 41st Fl., Empire State Bldg., 350 Fifth Ave. Phone: LOngacre 3-3377.

PHILADELPHIA, PA., 19107, Jefferson Bldg., 1015 Chestnut St. Phone: 597-2850.

PHOENIX, ARIZ., 85025, New Federal Bldg., 230 N. First Ave. Phone: 261-3285.

PITTSBURGH, PA., 15222, Room 2201, Federal Bldg., 1000 Liberty Ave. Phone: 644-2850.

PORTLAND, OREG., 97204, 217 Old U.S. Courthouse, 520 S. W. Morrison St. Phone: 226-3361.

RENO, NEV., 89502, Room 2028, Federal Bldg., 300 Booth St., Phone: 784-5203.

RICHMOND, VA., 23240, 2105 Federal Bldg., 400 North 8th St. Phone: 649-3611.

ST. LOUIS, MO., 63103, 2511 Federal Bldg., 1520 Market St. Phone: MAin 2-4243.

SALT LAKE CITY, UTAH, 84111, 3235 Federal Bldg., 125 So. State St. Phone: 524-5116.

SAN FRANCISCO, CALIF., 94102, Room 11464, Federal Bldg., 450 Golden Gate Ave. Phone: 556-5864.

SANTURCE, PUERTO RICO, 00907, Room 628, 605 Condado Ave. Phone: 723-4640.

SAVANNAH, GA., 31402, 235 U.S. Courthouse and Post Office Bldg., 125-29 Bull St. Phone: 232-4321.

SEATTLE, WASH., 98104, 809 Federal Office Bldg., 909 First Ave. Phone: 583-5615.

Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless otherwise indicated. Approximate foreign tariff rates and customs applicable to the products listed below may be obtained from the Department of Commerce or the Department of Commerce field offices.

010 Commercial farms

GERMANY—Grass, clover, corn seed. Hahn & Karl (importer, exporter, wholesaler), 6 Frankfurt/Main, Feldbergstrasse 37. WTD 10/27/65.

012 Fruit, tree nut, vegetable farms

BELGIUM—Potatoes, Maine variety. Fresh apples, Washington Spade variety. Requests c&f quotations. Agrofruit Company Belgium P.V.B.A. (importer, wholesaler, exporter), 167 Italielei, Antwerp. WTD 6/11/65.

145 Clay, ceramic, refractory minerals

PAKISTAN—Bentonite, 15 tons. Steel Castings Ltd. (manufacturer), Grand Trunk Rd., Gujranwala, West. WTD 10/4/65.

201 Meat products

FRANCE—Frozen meat and offals. Direct purchase and agency. Etablissements Olivier (manufacturer, dealer, agent), 8 Rue Pierre Pocholle, Dieppe, Seine-Maritime. WTD 7/15/65.

TRINIDAD—All types of canned meats for institutions; 109 oz. or No. 10 tins, packed six tins to a case. Direct purchase and agency. W. B. C. Hillebrand & Co. (importer, wholesaler, agent), 27-31 Henry St., Port of Spain. WTD 4/12/65.

203 Canning, preserving foods

FRANCE—Fruits in syrup; canned vegetables. Direct purchase and agency. Etablissements Olivier (manufacturer, dealer, agent), 8 Rue Pierre Pocholle, Dieppe, Seine Maritime. WTD 7/15/65.

Dried prunes. Direct purchase and agency. Societe Georges Sicard & Cie. (importer, dealer, commission merchant), 67 Cours Pierre-Puget, Marseille 6e. WTD 12/7/64.

TRINIDAD—All types of canned vegetables and fruits for institutions; 109 oz. or No. 10 tins, packed 6 tins to a case. Direct purchase and agency. W. B. C. Hillebrand & Co. (importer, wholesaler, agent), 27-31 Henry St., Port of Spain. WTD 4/12/65.

204 Grain mill products

FRANCE—Rice, cargo, pre-cooked, bleached, etc. P. Gauthier (importer, dealer), 177 Rue du Faubourg Poissonniere, Paris 9. WTD 7/2/65.

208 Beverage industries

ITALY—Non-alcoholic beverages. Supermercato Di Liberto (importer, wholesaler, retailer), 71-75 Corso Finocchiaro Aprile, Palermo. WTD 1/25/65.

209 Food preparations

GERMANY—Dietetic and prepared food specialties. Dr. E. Fischer GmbH (manufacturer, distributor), 64 Fulda-Bronnzell, Rhoenbad. WTD 10/25/65.

211 Cigarettes

SOUTH AFRICA—Cotton trousering and shirting requested by manufacturer/importer. Saffer Clothing Industries (Pty) Ltd., P.O. Box 8720, Johannesburg. WTD 10/22/65.

SWEDEN—Cigarettes, all kinds. Direct purchase and agency. AB Stroms Skeppsfournering (agent, ship chandler), Goteborgs Frihamn, Goteborg. WTD 10/18/65.

221 Broad woven fabric mills, cotton

FRANCE—Bath towels, plain, printed; bed sheets, cotton and Dacron/cotton. Direct pur-

chase and agency. Bernheim & Fils (importer, sales agent), 40 Rue des Jeuneurs, Paris 2. WTD 9/25/64.

Wiping rags of all types, cleaned or not. Etablissements Marcel Mate (importer, manufacturer, wholesaler), 47-53 Rue Emile Zola, La Courneuve (Seine). WTD 7/30/65.

222 Broad woven fabric mills, manmade fiber, silk

SOUTH AFRICA—Trousering and shirting, manmade fiber and silk, requested by manufacturer/importer. Saffer Clothing Industries (Pty) Ltd., P.O. Box 8720, Johannesburg. WTD 10/22/65.

223 Broad woven fabric mills, wool

FRANCE—Sponge cloth, plain, printed, unbleached. Direct purchase and agency. Bernheim & Fils (importer, sales agent), 40 Rue des Jeuneurs, Paris 2. WTD 9/25/64.

SOUTH AFRICA—Wool trousering requested by manufacturer/importer. Saffer Clothing Industries (Pty) Ltd., P.O. Box 8720, Johannesburg. WTD 10/22/65.

224 Narrow fabrics, other smallwares mills

KENYA—Naked and/or fabric covered elastic yarn for use in manufacture of elastic tops in hosiery industry, 6 to 10 tons per year. Anglo-French Trading Corp. Ltd. (sales or indent agency), P.O. Box 3508, Nairobi. WTD 7/15/65.

225 Knitting mills

FRANCE—Knitted sport shirts for men and women; sweat shirts for men and boys; direct purchase and agency. A. Rieutort (manufacturer, importer, dealer), 108 Rue Reaumur, Paris 2. WTD 6/8/64.

KENYA—Knitted soluble outer fabrics for use in manufacture of ladies' sanitary napkins. Anglo-French Trading Corp. Ltd. (sales or indent agency), P.O. Box 3508, Nairobi. WTD 7/15/65.

228 Yarn, thread mills

SOUTH AFRICA—Yarn, cotton, mercerized, requested by manufacturer/importer/exporter. Direct purchase and agency. Altro Textiles (Pty) Ltd., P.O. Box 8451, Johannesburg. WTD 10/25/65.

229 Textile goods

KENYA—Cellulose wadding for use in manufacture of ladies' sanitary napkins. Price not to exceed $600 per ton, cif Mombasa; 50 tons per year. Anglo-French Trading Corp. Ltd. (sales or indent agency), P.O. Box 3508, Nairobi. WTD 7/15/65.

230 Apparel

JAPAN—Men's, women's, children's fishing clothing—all fabrics or materials. Direct purchase and agency. Uchino Co., Ltd. (importer), 1-12 Nihonbashi Horidome-cho, Chuo-ku, Tokyo. WTD 12/18/64.

232 Men's, youths', boys' furnishings

FRANCE—Shirts and men's underwear, types and quantity will be determined through correspondence; direct purchase and agency. A. Rieutort (manufacturer, importer, dealer), 108 Rue Reaumur, Paris 2. WTD 6/8/64.

233 Women's, misses', juniors' outerwear

FRANCE—Women's blouses and bathing suits; types and quantity will be determined through correspondence; direct purchase and agency. A. Rieutort (manufacturer, importer, dealer), 108 Rue Reaumur, Paris 2. WTD 6/8/65.

SWEDEN—Women's outerwear, all kinds. Direct purchase and agency. Rune Wall (agent), Backegardsgatan 24, Goteborg. WTD 10/18/65.

234 Women's, misses', children's under garments

FRANCE—Women's knitted underwear; type and quantity will be determined through correspondence; direct purchase and agency. A. Rieutort (manufacturer, importer, dealer), 108 Rue Reaumur, Paris 2. WTD 6/8/64.

236 Girls', children's, infants' outerwear

FRANCE—Sport jackets and blue jeans for teen-agers; direct purchase and agency. Ets. S. Kahan & ses Fils "Le Cavalier" (manufacturer), 113 Rue d'Aboukir, Paris 2. WTD 7/27/65.

Teen-age sport coats and jackets. Direct purchase and agency. Anciens Etablissements Duvoir (manufacturer), 9bis Rue de Montenotte, Paris 17. WTD 7/28/65.

Cheap cotton dresses for teen-agers, for distribution to department stores; direct purchase and agency. Ets. Bloutex (manufacturer), 93 Rue Reaumur, Paris 2. WTD 8/9/65.

238 Apparel, accessories

FRANCE—Men's and women's bathrobes, to be sold in department stores; direct purchase and agency. A. Rieutort (manufacturer, importer, dealer), 108 Rue Reaumur, Paris 2. WTD 6/8/65.

251 Household furniture

PERU—Small wood tables, cocktail tables, bars, cabinets. La Alianza S.A. (importer, retailer, wholesaler), Casilla 35, Miraflores, Lima. WTD 8/12/64.

254 Partitions, shelving, lockers, office and store fixtures

NETHERLANDS—Display equipment, cabinets, window display equipment, novelties for retail stores. Direct purchase or agency. Fa. J. Haasdijk (importer, exporter, wholesaler, manufacturer, agent), 2-4 Loetestraat, Rotterdam. WTD 10/4/65.

262 Paper mills

● **GUATEMALA**—1,300 rolls of kraft paper to be used in cleaning steel engraving presses, 6″ wide, 3″ axis, 12″ dia.; 200 rolls of kraft paper, 12″ wide, 3″ axis, 12″ dia. Bid deadline Nov. 30; tender No. 37-65. Specifications available from Departamento de Bienes Nacionales y Licitaciones, 3a. Calle 3-49, Zona 1, Guatemala City. Correspondence preferred in Spanish.

● **IRAQ**—Filter paper, 80 grams per sq. meter; in reels of 98 mm width, outer dia. of reel 350 mm inclusive of cardboard bobbin of 50 mm dia. Tender No. Cont/1965/Prod/4/8, bid deadline Dec. 28. Directorate of Contracts & Purchases, Ministry of Defense, Baghdad. Tender documents available free of charge from the Military Attache, Iraqi Embassy, Washington, D.C.

263 Paperboard mills

● **IRAN**—150 tons triplex cardboard, with both sides glazed, width of bobbin 470 mm., thickness 0.58-0.62 mm; 150 tons duplex cardboard, with one side glazed, width of bobbin 470 mm, thickness 0.58-0.62 mm; 50 tons white paper in bobbins, width of bobbin 613 mm, 90 grams per sq. meter. Bid deadline Jan. 9, 1966. The Iranian Tobacco Monopoly, Tehran.★ (Telephone: 202-WO 7-3003).

264 Converted paper, paperboard products

FRANCE—Paper bed sheets or sheeting. Requests replies in French. Manufacture du Grand Sugny, Ets. Monin (importer), Montmorot (Jura). WTD 1/21/65.

PAKISTAN—Personal stationery, letter paper and envelopes to match, in gift boxes; other stationery items. Book Center (importing distributor), 49 The Mall, Lahore, West. WTD 10/22/65.

273 Books

BRAZIL—Technical books on medicine and odontology, in English. Livraria Luso-Espanhola Brasileira Ltda. (publisher, wholesaler, retailer), Avenida Treze de Maio 23, 4° andar, sala 414, Rio de Janeiro ZC-06, Estado da Guanabara. WTD 10/25/65.

PAKISTAN—Books: law, medical, general. A. M. John and Co. (importing distributor), 2 Kutchery Rd., Lahore, West. WTD 10/6/65. Scientific and professional journals; children's picture and cut-out books. Book Center (importing distributor), 49 The Mall, Lahore, West. WTD 10/22/65.

277 Greeting card manufacturing

PAKISTAN—Christmas, New Year's, announcements, birthday cards for all occasions. Book Center (importing distributor), 49 The Mall, Lahore, West. WTD 10/22/65.

281 Industrial chemicals

BRAZIL—Basic industrial chemicals; direct purchase and agency; exclusive representation for all Brazil. Brasvit Comercio Importacao e Exportacao Ltda. (agent, representative), Caixa Postal 1278 ZC-00, Rua Francisco Serrador 90, 3° andar, grupo 301, Rio de Janeiro ZC-06, Estado da Guanabara. WTD 6/22/65.

● **NEPAL**—Ammonium sulphate, 6,000 metric tons; single superphosphate, 5,500 m.t.; muriate of potash, 2,035 m.t.; urea, 1,000 m.t.; triple (double) superphosphate, 1,000 m.t.; ammonium nitrate (quantity not specified). Price quotations cif Calcutta required by Dept. of Commerce, Government of Nepal. U.S. suppliers should direct quotations and terms to American Embassy, Kathmandu.

NEW ZEALAND—Mineral pigments: superfine zinc dust. Paint grade talc and barytes, white and off-white shades. Mr. Millar, New Zealand Paint & Varnish Co. (manufacturer), P.O. Box 313, Napier. WTD 10/18/65.

PAKISTAN—Ferrous fumerate, ferrous phosphate magnesium stearate, aspirin, camphor, calcium pantothenate, calcium lactate, calcium gluconate. Punjab Drug House (manufacturer), 42 Nicholson Rd., Lahore, West. WTD 10/6/65.

● **TURKEY**—Sodium nitrate ($NaNO_3$), 2,000 tons, white color, minimum 96% on dry basis. Tender No. 233-MB/1174, bid deadline Dec. 1.

Etibank General Management, Sihhiye, Ankara.★ (Telephone: 202-WO 7-3465).

VENEZUELA—Dyes; dye intermediates, cyclic; organic pigments, lakes and toners. Inorganic pigments. Solvents, polyhydric alcohols, plasticizers, esters, amines. Requests replies in Spanish. Medintern Farmaceutici, C.A. (manufacturer), Aptdo. 5669 Caracas, 4a. Transversal, Boleita, Centro Industrial Boleita, Caracas. WTD 5/18/65.

282 Synthetic materials

FRANCE—Cellulose wadding, nylon reinforced, for industrial uses, piece goods or squares; new remnants of same material. Direct purchase and agency. Etablissements Marcel Mate (importer, manufacturer, wholesaler), 47-53 Rue Emile Zola, La Courneuve (Seine). WTD 7/30/65.

PAKISTAN—Jalap resin, podophyllin resin, phenacetine. Punjab Drug House (manufacturer), 42 Nicholson Rd., Lahore, West. WTD 10/6/65.

283 Drugs

BRAZIL—Basic pharmaceutical chemicals; direct purchase and agency; exclusive representation for all Brazil. Brasvit Comercio Importacao e Exportacao Ltda. (agent, representative), Caixa Postal 1278 ZC-00, Rua Francisco Serrador 90, 3° andar, grupo 301, Rio de Janeiro ZC-06, Estado da Guanabara. WTD 6/22/65.

● **CEYLON**—Proprietary drugs and medicinal chemicals as follows: Soluble aspirin (tablets of acetylsalicylic acid soluble B.P.), 24 million tablets; soluble aspirin for infants B.P.C., 15 million tablets; sodium salicylate B.P. crystalline flakes, 100,000 lb.; sodium bicarbonate B.P., 1,500 cwts; application benzyl benzoate B.P., 10,000 lb.; ammonium bicarbonate B.P.C., 24,000 lb.; potassium citrate B.P., 180,000 lb.; magnesium sulphate B.P., 2,500 cwts; potassium bromide B.P., 15,000 lb. Bid deadline Dec. 21. The Chairman, Tender Board, Dept. of Health, 355 Deans Rd., Colombo 10.★ (Telephone: 202-WO 7-3394).

PAKISTAN—Sulphadiazine, sulphaguanadine, sulphathiazol, sulphamethazine, pethidine hydrochloride codeine phosphate, atropine sulphate, pulve digitalis, extract ipecac co pre tinture caffeine, quinine bisulphate, quinine dehydrochloride for injections, quinine sulphate, P.A.S. sodium; vitamins C, B1, B2, B6, B12, A&D dry powder. Punjab Drug House (manufacturer), 42 Nicholson Rd., Lahore, West. WTD 10/6/65.

284 Soap, detergents, cleaning preparations, perfumes, cosmetics

SPAIN—Cosmetics, toilet preparations, all kinds; toilet articles, detergents, disinfectants. Direct purchase and exclusive agency. Juan Jose Moreno Garcia (Drogueria Moreno) (retailer), San Vicente Ferrer 28, Madrid. WTD 10/29/65.

SWEDEN—Toilet preparations, other technochemical products. Direct purchase and agency. AB Stroms Skeppsfournering (agent, ship chandler), Goteborgs Frihamn, Goteborg. WTD 10/18/65.

285 Paints, varnishes, lacquers, enamels

SPAIN—Industrial paints, domestic ready-to-use paints. Direct purchase and exclusive agency. Juan Jose Moreno Garcia (Drogeria Moreno) (retailer), San Vicente Ferrer 28, Madrid. WTD 10/29/65.

289 Chemical products

PAKISTAN—Gelatin sheets. Punjab Drug House (manufacturer), 42 Nicholson Rd., Lahore, West. WTD 10/6/65.

291 Petroleum refining

PAKISTAN—Furnace oil; 2,000 drums of 50/54 imperial gallons. Steel Castings Ltd. (manufacturer), Grand Trunk Rd., Gujranwala, West. WTD 10/4/65.

306 Fabricated rubber products

● **INDIA**—Conveyor belting, 1,710 ft., 42" wide, square edges. Tender No. 961/BPO/R—190/PR/56004, bid deadline Dec. 5. Chief Purchase Officer, Beas Purchase Organization, Talwara Township, Hoshlarpur (Punjab).★ (Telephone: 202-WO 7-3381).

311 Leather tanning, finishing

FRANCE—Leather: sheep, goat, calf, lamb skins of types and qualities suitable for manufacture of leather garments, skin coats, related articles for men and women. Potential direct importer for own use at competitive prices. Requests replies in French, samples and price quotations. Etablissements Giroire (manufacturer, wholesaler), Rue Denfert-Rochereau, 79 Parthenay, Deux-Sevres. WTD 10/27/65.

322 Glass, glassware

● **BURMA**—60,000 spare glass globes for hurricane lanterns, standard size. Tender No. 4/P-7/65-66, bid deadline Nov. 23. Divisional Manager, Household Goods Division, Peoples Stores Corp., Rangoon.★ (Telephone: 202-WO 7-4387).

324 Cement, hydraulic

KUWAIT—Cif only quotations desired on up to 50,000 tons Portland cement British standard specifications or equivalent. Samples desired for Government inspection. Firm wishes to import by chartered vessel. M. H. Brono (importer, retailer, wholesaler, commission agent), P.O. Box 651, Kuwait. WTD 5/12/65.

326 Pottery, related products

● **BURMA**—100,000 porcelain tea/coffee pots, barrel shape, with cover, transferred flower design, decorated with gold rim, 1-½ pt. capacity. Tender No. 2/P-7/65-66, bid deadline Nov. 22. Divisional Manager, Household Goods Division, Peoples Stores Corp., Rangoon.★ (Telephone: 202-WO 7-4387).

● Porcelainware consisting of 700,000 soup plates, 9" dia.; 300,000 flat plates, 8" dia.; 400,000 each 10" and 6" flat plates. Tender No. T-1/HH/65, bid deadline Dec. 2. Divisional Manager, Household Goods Division, Peoples Stores Corp., Rangoon.★ (Telephone: 202-WO 7-4387).

● Porcelainware consisting of 1 million rice bowls, 6" dia.; 1.2 million rice bowls, 7" dia.; 300,000 finger bowls, 6" dia.; 2.3 million earthenware Balgami (plain tea) bowls, 3-¾" dia. Tender No. T-2/HH/65, bid deadline Dec. 4. Divisional Manager, Household Goods Division, Peoples Stores Corp., Rangoon.★ (Telephone: 202-WO 7-4387).

FRANCE—China table and kitchen articles for use in hotels, restaurants, schools, institutions; related lines, including glassware. Direct purchase and agency for complete standard and custom products of all categories which may be currently utilized in France. Catalogs and price lists requested. Direct purchase and agency. Etablissements H. Torte & Cie. (Le Materiel Hotelier) (dealers), 29 Rue Charles-Floquet, 64 Bayonne, Basses-Pyrenees. WTD 10/25/65.

327 Concrete, gypsum, plaster products

SWITZERLAND—Concrete conduits. Direct purchase and agency. A. Fenner & Cie. (importer, wholesaler), Lutherstrasse 34/36, 8004 Zurich. WTD 9/23/65.

329 Abrasive, asbestos, nonmetallic mineral

PAKISTAN—Silica sand, 65 tons; silica paint, 2 tons; plastaset high temperature air setting cement, 5 tons; asbestos sheets, flexible, 6'x3'x1/16", 500 sheets. Steel Castings Ltd. (manufacturer), Grand Trunk Rd., Gujranwala, West. WTD 10/4/1965.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

---

331 Steel mill products

● **BURMA**—Galv. wire: 400 tons, size range 8 SWG to 20 SWG. Tender No. 11/CS/15/65-66 (TRADE), bid deadline Nov. 29. Division Manager, Construction Stores Division, Peoples Stores Corp., Rangoon.★ (Telephone: 202-WO 7-2363).

● Mild steel angles: 40 l.t 1" x 1" x ¼"; 25 l.t 1¼" x 1¼" x 3/16"; 25 l.t. 1½" x 1½" x 3/16" and 40 l.t 2" x 2" x ¼". Tender No. 12/CS/15/65-66 (TRADE), bid deadline Nov. 29. Division Manager, Construction Stores Division, Peoples Stores Corp., Rangoon.★ (Telephone: 202-WO 7-2363).

● Wheels and axles, some complete with tires, roller bearings and boxes, etc. Tender No. L-25-28-33-36/Burma Railways, bid deadline Dec. 8. Peoples Stores Corp., Motor Vehicle & Other Transportation Equipment Division, Rangoon. Tender documents, including many drawings, may be examined only in Rm. 4222, Iron & Steel Division, Department of Commerce, Washington, D.C.

● Large quantities of hooks and eyes in various sizes. Tender No. 14/CS/15/65-66 (TRADE), bid deadline Nov. 29. Division Manager, Construction Stores Division, Peoples Stores Corp., Rangoon.★ (Telephone: 202-WO 7-5589).

PAKISTAN—Steel scrap, 4,000 tons; ferromanganese, 70%-80%, 25 tons; ferrosilicon 45%-80%, 20 tons; ferrochromium 60%-70%, 5 tons; ferromolybdenum 60%-70%, 1 ton; ferrovenadium, 1 ton; ferrotungsten, 1 ton; silicomanganese, 10 tons. Steel Castings Ltd. (manufacturer), Grand Trunk Rd., Gujranwala, West. WTD 10/4/1965.

● Rails: 1,250 long tons of 90 lbs. from USA manufacturers. Tender No. PR/I/65/TR/6, bid deadline Nov. 26. The Government of West Pakistan, Railway Board, Lahore. Tender documents available for $5.25 from the Consulate General of Pakistan (New York), 12 E. 65th St., New York 21, N.Y., Att.: Mr. K. M. Ismail.

● **TURKEY**—Galv. sheets: approx. 39 tons 0.50 mm. to 2.50 mm. x 1000 mm. x 2000 mm.

Tender No. 965/3066, bid deadline Nov. 22. Malzeme Mudurlugu, Denizcilik Bandasi T.A.O., Bahcekapi, Istanbul (Materials Purchasing Dept.—Turkish Maritime Bank).★ (Telephone: 202-WO 7-2363).

333 Primary smelting, refining of nonferrous metals

PAKISTAN—Nickel shot, 5 tons. Steel Castings Ltd. (manufacturer), Grand Trunk Rd., Gujranwala, West. WTD 10/4/1965.

PHILIPPINES—Molybdenum steel. Direct purchase and agency. Mr. C. Reyes Bayot, President, Allied Manufacturing & Trading Co., Inc. (importer, wholesaler, retailer), 2020 Shaw Blvd., Pasig, Rizal; Box 3461, Manila. WTD 3/14/64.

335 Rolling, drawing, extruding of nonferrous metals

● **IRAQ**—Supply of telephone cables (underground, concentric layer twin type, quad trunk terminating, flat twin unscreened radio frequency) in various quantities and sizes with necessary accessories. Tender No. 152/65, bid deadline Nov. 25. Iraqi Ports Administration, Basra.★ (Telephone: 202-WO 7-2131).

SWITZERLAND—Copper alloy electrical transmission wire. Direct purchase and agency. A. Fenner & Cie. (importer, wholesaler), Lutherstrasse 34-35, 8004 Zurich. WTD 9/23/65.

342 Cutlery, hand tools, general hardware

BRAZIL—Hand and edge tools for metalworking and general maintenance; direct purchase for own use and resale. BIC—Industria de Bicicletas S.A. (manufacturer-assembler, wholesaler, retailer), Caixa Postal 3666 ZC-00, Rua Santana 156, loja B, Rio de Janeiro ZC-14, Estado da Guanabara. WTD 10/28/65.

● **BURMA**—Padlocks, iron, assorted, total 58,200 doz., 8 different sizes from ½" to 2½". Tender No. 13/CS/15/65-66 (TRADE), deadline Nov. 29. Division Manager, Construction Stores No. 1 Division, Peoples Stores Corp., Rangoon.★ (Telephone: 202-967-3601).

SPAIN—Small hand tools, all kinds; all types of do-it-yourself household kits. Desires exclusive agency and direct purchase. Juan Jose Moreno Garcia (Drogueria Moreno) (retailer), San Vincente Ferrer 28, Madrid. WTD 10/29/65.

343 Heating apparatus, plumbing fixtures

FRANCE—Sanitary equipment, plumbing fixtures fittings for residences and other uses, including bathtubs, shower baths, kitchen sinks, scullery equipment (pressed-metal or porcelain-enameled); miscellaneous accessories, such as cocks and faucets, taps, expansion joints, of types and categories suitable for sale in France. Direct purchase and agency. Requests replies in French. Maison Roger David (retail dealer, sales agent), 43 Rue Grande-Horloge, 47 Agen, Lot-et-Garonne. WTD 10/28/65.

344 Fabricated structural metal products

● **NEW ZEALAND**—Supply and delivery of galvanized steel transmission line towers. Miscellaneous 66 KV lines, Section 390, Christchurch. Contract No. 474, deadline Dec. 7. The Secretary, Tenders Committee, New Zealand Electricity Dept., Wellington.★ (Telephone: 202-967-3601).

345 Screw machine products

● **ARGENTINA**—Large quantities and sizes of rivets. Tender No. 131, bid deadline Nov. 26. Conditions available from Argentine Aeronautical Military Mission, 12 West 56th St., 3rd Floor (P.O. Box 208, Radio City Station), New York, N.Y. 10019.

● **BURMA**—Various sizes and quantities of screws. Tender No. 8/CS/15/65-66 (TRADE), bid deadline Nov. 29. Division Manager, Construction Stores No. (1) Division, Peoples Stores Corp., Rangoon.★ (Telephone: 202-WO 7-5589).

● Various quantities and sizes of bolts and nuts. Tender No. 10/CS/15/65-66, bid deadline Nov. 29. Division Manager, Construction Stores Division, Peoples Stores Corp., Rangoon.★ (Telephone: 202-WO 7-5589).

346 Metal stampings

SWITZERLAND—Office supplies: wastepaper baskets; metal cash boxes, pencil boxes, office utility boxes; metallic paper fasteners. Direct purchase and agency. Replix AG (importer, retailer, manufacturers' representative), Fabrikstrasse 45, 8023 Zurich. WTD 9/23/65.

348 Fabricated wire products

● **VIET NAM**—20 ⅛" 90 ft. length chains with bridles, swivels, shackles for buoys. Supply of "Scotchlite" paper in red and silver. Tender No. 1963-18105, bid deadline Nov. 26. Central Purchasing Authority, 140 Hong Thap Tu, Saigon.★ (Telephone: 202-WO 7-5589).

349 Fabricated metal products

● **BURMA**—Supply of 300-pound stop valves, gate valves, globe valves; ½", ¾", 1", in various large quantities. Tender No. 15/CS/15/65-66 (TRADE), bid deadline Nov. 29. Division Manager, Construction Stores Division, Peoples Stores Corp., Rangoon.★ (Telephone: 202-WO 7-5589).

FRANCE—Metal gadgets and novelties. Direct purchase and agency. Decolux (manufacturer, importer), 43 Rue de Cambronne, Paris 15. WTD 7/28/65.

351 Engines, turbines

● **EAST PAKISTAN**—Supply 8 each item HE 2-1, instructional steam engines, single cylinder, 5 bhp at 259 rpm; 5 each item HE 3-2, used gasoline engines, 4 stroke, 4 cylinder 20-25 hp industrial type; 8 each item HE 3-3, used diesel engines, 2 stroke, 2 cylinder 5-10 hp; 8 each item HE 3-4 horizontal diesel engine, 5 hp, 1,000 rpm; 8 each item HE 4-12, compression ignition engines, 4 stroke; 7 each item HE 4-13, compression ignition engines, 2 stroke. Tender No. S-12/79/65-66, bid deadline Dec. 8. The Directorate of Supply, Government of East Pakistan, 48 Motijheel Commercial Area, Dacca. IDA financed. One copy of specifications available for review only, not for loan, in Power & Electrical Equipment Division, Rm. 4124, BDSA-6430, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-4241).

● **NEW ZEALAND**—Supply 120 mw steam electric units for New Zealand Ministry of Works. Tender No. 5250-M-23, bid deadline Jan. 11, 1966. Tender documents available from Bechtel Corp., Purchasing Dept., 4550 Seville Ave., Los Angeles, California.

● **SOUTH AFRICA**—Supply, erection and testing of three 6 mw turbo-generator sets with auxiliary equipment. Inquiry No. P843, bid deadline Feb. 9, 1966. Only tenders for complete plant will be considered. Tender documents available from The Commercial Manager, South African Iron and Steel Industrial Corporation Limited, P.O. Box 450, Pretoria, or Rm. C441, Iscor Headquarters, Wagonwheel Circle, Pretoria, upon payment of $140 which will be refunded upon receipt of a bona fide tender.★ (Telephone: 202-WO 7-4241).

352 Farm machinery

FINLAND—Milking machinery, especially pipe line milkers. Electric units must be for 220 v., 50 cycle, a.c. current. Requests descriptive literature, price lists. H. A. Elfving Ab (importer, commission agent), Kumpulantie 3 C, Helsinki. WTD 2/10/65.

353 Construction, mining, materials handling machinery, equipment

● **BURMA**—Large quantities and sizes of variety of equipment: concrete mixers, rollers, pumps, compressors, buckets, chain saws, welders, lathes, hand-post-bench drills, garage jacks, pullers, extractors, dynamometer and associated types of equipment, accessories and 2-year supply of spare parts. Tender No. 1-80/IRR/MCY/65-66, bid deadline Dec. 1. Chief Engineer, Irrigation Dept. 9/21 Strand Rd., Rangoon.★ (Telephone: 202-WO 7-5566).

● **CEYLON**—One excavator, self-propelled hydraulic operated crawler mounted, diesel power. This backhoe type machine to be equipped with a goose-neck boom capable of digging to a depth of 10 ft. Bid deadline Jan. 11. The Chairman, Tender Board, Ministry of Land, Irrigation & Power, P.O. Box 500, Colombo.★ (Telephone: 202-WO 7-5566).

● **INDIA**—7 land levelers equivalent to Eversman Model T M-10; 7 ditching blades equivalent to Eversman Model H-5; 7 hydraulic operated scrapers equivalent to Eversman Model 2 5-D; 7 power take-offs, four way valve control, fittings and accessories to fit Massey-Ferguson Model 35 wheel tractor; 7 surveyors transits equivalent to David White improved universal level transit, ball bearing race; 7 surveyors levels equivalent to David White Meridan Construction level; 14 tripods, equivalent to K & E wide frame tripods. Tender No. CC-1051/CIV, bid deadline Dec. 15. Project Director, Directorate of Extension Min. of Food & Agriculture, Krishi Bhawan, New Delhi. Tender papers with complete specifications available free of charge from India Supply Mission, 2536 Massachusetts Ave. NW., Washington, D.C. 20008. Purchase will be made under Ford Foundation grant.

● **UAR**—Supply of 18 track tamping machines, each machine to have 4 tamping heads and a gas or diesel engine. Tender No. 400/13/2, bid deadline Nov. 24. Copies of general conditions and technical specifications available for payment of £E 0.250 m/ms. (US$0.58) from Inspector General Way and Works, Egyptian Railways, Ramses Square, Cairo. Copy of specifications and conditions of tender available for review only in the Transportation Equipment Division, BDSA-6340, Department of Commerce, Rm. 4314, Washington, D.C. 20230.

Supply of 18 portable track lining machines. hydraulic or mechanical, for rail up to 60 kg. per meter. Tender No. 400/13/3, bid deadline Nov. 27. Copies of general conditions and technical specifications available upon pay-

ment of £E 0.250 m/ms (US$0.58) from Inspector General of Way & Works, Egyptian Railways, Ramses Square, Cairo. Copy of specifications and conditions of tender available for review only in the Transportation Equipment Division, BDSA-6340, Department of Commerce, Rm. 4314, Washington, D.C. 20230.

354 Metalworking machinery

BRAZIL—Tools, measuring and metal cutting types; direct purchase for own use and resale. Big—Industria de Bicicletas S.A. (manufacturer-assembler, wholesaler, retailer), Caixa Postal 3666 ZC-00, Rua Santana 156, loja B, Rio de Janeiro ZC-14, Estado da Guanabara. WTD 10/28/65.

DENMARK—Metalworking machinery such as lathes and machine tools. J. E. Johnson (agent), 6 Gammel Torv, Copenhagen K. WTD 9/14/65.

FRANCE—Machine tools, metal cutting and forming types; direct purchase and agency. Dufour Pere & Fils & Cie. (manufacturer, importer, dealer), 11bis Rue Aspirant Dargent, Levallois-Perret (Seine). WTD 4/14/65.

● **INDIA**—Ultrasonic flaw detector, portable, for detecting flaws in mild steel rods up to 2½" dia. Tender No. 401/43/024/6-9-1965/PL, bid deadline Nov. 30. Director General of Supplies & Disposals, National Insurance Bldg., Parliament St., New Delhi. Specifications available from India Supply Mission, 2536 Massachusetts Ave. NW., Washington, D.C. 20008. Ref. No. D/ENQ/1898—Fee $1 each, payable in advance.

● **PAKISTAN**—Engine lathe, heavy duty, for regrooving sugar mill rollers, 20' min. distance between centers, 20" min. swing. Tender No. PD-I/1021/3446, bid deadline Dec. 6. Chief Purchase Officer, East Pakistan Industrial Development Corp., EPIDC House, Motijheel, Dacca.★ (Telephone: 202-WO 7-5652).

PERU—Machinery for manufacturing chains of steel links sized ⅛" to ¾". Fabricaciones Metalicas S.A. (Fabrimet) (importer, manufacturer), Casilla 307, Callao. WTD 6/1/64.

355 Special industry machinery

DENMARK—Machinery for brewery industry, such as bottle washing and bottle capping machinery. J. E. Johnson (agent), 6 Gammel Torv, Copenhagen K. WTD 9/14/65.

HONDURAS—Complete machinery for a plywood plant for making 1,000 sheets of 12' x 8' pine plywood, ¼" thick, per 8-hour day; also some plywood of tropical hardwood. Productos Forestales S.A. de C.V. (manufacturer), Attn.: Osmond L. Maduro, Aptdo. Postal 213, Tegucigalpa. WTD in preparation.

MEXICO—Embroidery machinery for own use: automatic machine to embroider simultaneously two strips of cloth measuring 15 yds. each. Requests replies in Spanish. Isant de Mexico (importer, manufacturer), Dr. Andrade No. 191, Mexico, D.F. WTD 10/15/65.

PERU—Rotary press for newspaper publisher. Empresa Periodistica Nacional S.A. (publisher, importer), Av. Wilson 1225, Lima. WTD 10/25/65.

356 General industrial machinery

● **EL SALVADOR**—Supply of 2 sets of water pumping equipment, tender No. IM 29/65. No deadline has been set. Administracion Nacional de Acueductos y Alcantarillados (ANDA), 2a Avenida Norte No. 512, San Salvador. Specifications available in Spanish.★ (Telephone: 202-WO 7-5589).

● Supply of water pumping equipment, tender No. IM/32/65. No bid deadline has been set. Administracion Nacional de Acueductos y Alcantarillados (ANDA), 2a Avenida Norte No. 512, San Salvador. Specifications available in Spanish.★ (Telephone: 202-WO 7-5589).

FRANCE—Ball bearings for high precision gyroscopes; requests replies in French. L'Appareillage Aeronautique Badin S.A. (importer, manufacturer, dealer), 16 Rue Nansouty, Paris 14e. WTD in preparation.

Industrial filters, equipped with asbestos plates, for food industries: beer, wine, pharmaceuticals. Emaco (importer, dealer), 2 & 4 Rue Danton, Levallois (Seine). WTD 4/15/64.

GERMANY—Air conditioning equipment, complete units and accessories; ventilating fans for commercial and industrial use; air filters. Direct purchase and agency. Climatica, Klima-und Lufttechnische Anlagen, Mueller & Co. (manufacturer), 7251 Hirschlanden bei Stuttgart. WTD 10/28/65.

SWITZERLAND—Pumps for swimming pools. Direct purchase and agency. Giovanni Renggli (wholesaler, installation firm), Via R. Manzoni 9, 6900 Cassarate. WTD 9/23/65.

357 Office, computing, accounting machines

● **INDIA**—6 electrically operated adding-listing machines capable of adding and subtracting above and below zero; 6 calculating machines, fully automatic, electrically operated. Tender No. 961/BPO/PR/I-270/52185/52184/D277, bid deadline Nov. 29. Chief Purchase Officer, Beas Purchase Organization, Talwara Township.★ (Telephone: 202-WO 7-2939).

SWITZERLAND—Duplicating machines, offset, spirit; other office machines. Direct purchase and agency. Replix AG (importer, retailer, manufacturers' representative), Fabrikstrasse 45, 8023 Zurich. WTD 9/23/65.

358 Service industry machines

FINLAND—Laundry machinery and equipment for commercial or institution use. Restaurant, hotel, commercial kitchen equipment and machines for food preparation or servicing use; e.g., grills, fryers, coffee makers. Requests full details, price lists. Metalliteos Oy, Metava-Trading (importer, wholesaler), Attn.: Mr. U. Wuojarvi, Elimaenkatu 22-24, Helsinki. WTD 10/21/65.

FRANCE—Air conditioners and humidifiers, portable, for home and commercial use; related units; modern types. Direct purchase and agency. Requests replies in French. Maison Roger David (sales agent, retail dealer), 43 Rue Grande-Horloge, 47 Agen, Lot-et-Garonne. WTD 10/28/65.

● **IRAN**—Supply of one laundry machine, fully automatic, with capacity of between 45 Kgs. to 55 Kgs. per hour, with rinsing, dryer, and steam pressing units included with relative accessories. Bid deadline Jan. 8, 1966. Iranian Tobacco Monopoly, Teheran.★ (Telephone: 202-WO 7-2939).

PAKISTAN—Refrigeration and air conditioning machinery for commercial use, 100-2,000 tons, including walls, fittings, accessories and galvanized iron sheets for ducting purposes. Mohammed Ebrahim & Co. (1953) Ltd. (importing distributor), 45 The Mall, Lahore, West. WTD 9/30/65.

SWITZERLAND—Vacuum cleaners; floor waxing and other cleaning machines for floors. Water purification equipment for swimming pools: gas chlorinators, filters, skimmers. Direct purchase and agency. Giovanni Renggli (wholesalers, installation firm), Via R. Manzoni 9, 6900 Cassarate. WTD 9/23/65.

361 Electric transmission, distribution equipment

● **IRAQ**—Supply of 100 test set instruments to be used in making all necessary tests on electrical firing circuits. Tender No. DMA/17/1965, bid deadline Dec. 28. Directorate of Contracts & Purchases, Ministry of Defense, Baghdad.★ (Telephone: 202-WO 7-2939).

● **JAPAN**—Design and supply of two 3-phase, 120/150/150 mva, 16/8/275/154 kv outdoor type transformers with on load tap changer; two 3-phase, 1500 kva, 16/6.6 kv indoor type transformers for Nagano Power Station. Bid deadline Jan. 10, 1966. Procurement Section, Materials & Supplies Dept., Dengen Kaihatsu Kabushiki Kaisha, 5th Floor Tekko Bldg. No. 2, 1, 1-chome, Marunouchi, Chiyoda-ku, Tokyo.★ (Telephone: 202-WO 7-4241).

● **NEW ZEALAND**—Supply of 7, 3-phase, 220 kv, 10,000 mva circuit breakers and 7 3-phase, 220 kv, 7500 mva circuit breakers. Contract No. 447, bid deadline Jan. 25, 1966. The Secretary, Tenders Committee, New Zealand Electricity Dept., Wellington.★ (Telephone: 202-WO 7-4241).

SWITZERLAND—Fuses, cartridge, nonrenewable; electrical panelboards; distribution transformers; power connectors. Direct purchase and agency. A. Fenner & Cie. (importer, wholesaler), Lutherstrasse 34/35, 8004 Zurich. WTD 9/23/65.

● **THAILAND**—Supply of 20 250-kva and 20 200-kva, 3-phase, 50-cycle outdoor type transformers. Tender No. PEA-7/1965, bid deadline Nov. 25. Tender forms available from the Procurement Section, Provincial Electricity Authority, 218/3 Rama VI Rd., Samsen Nai, Bangkok.★ (Telephone: 202-WO 7-4241).

● Supply one unit each of impedance bridge (No. 1650-A), decade voltage divider (No. 1454-A), decade resistance box (No. 1432 0.01 ohm/step), decade resistance box (No. 1432 10 ohm/step), decade inductor (0.01 mh/step). Tender No. YEA-48/2508, bid deadline Nov. 22. The Yanhee Electricity Authority, Rama VI Bridge, Bangkok.★ (Telephone: 202-WO 7-2939).

362 Electrical industrial apparatus

FRANCE—Portable electric welding machines; 80, 130, 160, 200, 300 amps. Eventual needs of 2,000 units in each category. Direct purchase and agency. Societe Yvan Beal & Cie. (importer, distributor), 61-63 Rue du Ressort, Clermont-Ferrand (Puy-de-Dome). WTD 5/27/64.

● **IRAQ**—Supply 15 engine generator sets for battery charging, output voltage not less than 36 v. d.c., four stroke engine, air cooled, with 10% spare parts. Tender No. 29/65, bid deadline Dec. 26. Specifications may be obtained for $1.60 including airmail from The Central Foreign Purchasing Board, Ministry of Finance, Baghdad.★ (Telephone: 202-WO 7-4241).

363 Household appliances

PERU—Small household electric appliances, all kinds. La Alianza S.A. (importer, retailer, wholesaler), Casilla 35, Miraflores, Lima. WTD 8/12/64.

364 Electric lighting, wiring equipment

● **NEW ZEALAND**—Supply of 4 sets 3-

phase, 11 kv, 4000 amp. metal enclosed bus duct. Contract No. 478, bid deadline Feb. 1, 1966. The Secretary, Tenders Committee, New Zealand Electricity Dept., Wellington.★ (Telephone: 202-WO 7-4241).

PERU—Lamps, table, floor, hanging; medium to high quality. La Alianza S.A. (importer, retailer, wholesaler), Casilla 35, Miraflores, Lima. WTD 8/12/64.

SWITZERLAND—Fixture switches and modern handles for switches, electrical push button, luminous, miniature. Stauber Industrie-Vertretungen (importer), Postfach 19, 8803 Rueschlikon. WTD 9/15/65.

Incandescent and fluorescent lamps; electrical attachment plugs; electrical outlets; flexible steel and rigid conduits; thin wall conduits, electrical. Direct purchase and agency. A. Fenner & Cie. (importer, wholesaler), Lutherstrasse 34/35, 8004 Zurich. WTD 9/23/65.

365 Radio, television receiving sets

SWITZERLAND—Radio-phonographs; radio receivers; television receivers, table, with or without radio; television-radio phonograph combinations. Direct purchase and agency. A. Fenner & Cie (importer, wholesaler), Lutherstrasse 34/35, 8004 Zurich. WTD 9/23/65.

366 Communication equipment

SWITZERLAND—Radio receivers, commercial, fixed, mobile, portable. Direct purchase and agency. A. Fenner & Cie. (importer, wholesaler), Lutherstrasse 34/35, 8004 Zurich. WTD 9/23/65.

367 Electronic components, accessories

ENGLAND—Electronic components, preferably high quality miniature and sub-miniature. Agency and direct purchase. Britec Ltd. (sales agent), 17 Charing Cross Rd., London, W.C.2. WTD 10/21/65.

371 Motor vehicles, motor vehicle equipment

BELGIUM—Army surplus, spare parts, e.g., axles, gear boxes, automotive, for tanks, armored vehicles, airplanes, for resale in Belgium. Etablissements Pierre Van de Wiele (importer, exporter, wholesaler), 36-38 Blvd. de la Revision. Brussels 7. WTD in preparation.

NETHERLANDS—Parts and accessories for automobiles and trucks. Direct purchase and/or agency. N. V. Handelsonderneming v/h S. Dronk & Zonem (importer, exporter, wholesaler, retailer), 149 Hoofdweg, Rotterdam-14. WTD 10/5/65.

373 Ship building, repairing

FINLAND—Pleasure boats; yachts, motor boats, cabin cruisers, canoes. Accessories and equipment for same. Requests descriptive literature, price lists, terms. Direct purchase or Agency. Oy Maritim Ab (wholesaler, importer, commission agent), Veneentekijantie 1, P.O. Box 7030, Helsinki. WTD 2/2/65.

375 Motorcycles, bicycles, parts

BRAZIL—Bicycle parts and accessories; direct purchase for own use and resale. Big—Industria de Bicicletas S.A. (manufacturer-assembler, wholesaler, retailer), Caixa Postal 3666 ZC-00, Rua Santana 156, loja B, Rio de Janeiro ZC-14, Estado da Guanabara. WTD 10/28/65.

381 Engineering, laboratory, scientific, research instruments

BRAZIL—Meteorological and oceanographic instruments and apparatus; wholesaler desires to act as exclusive representative. Direct purchase and agency. Imac S.A. Instrumentos e Maquinas, Rua Leandro Martins 20, 6° andar, salas 604/605, Rio de Janeiro ZC-05, Estado da Guanabara. WTD 6/21/65.

● **CHILE**—Supply 11 telescopic levels and 9 tachymeters for use in Government airports. Bid deadline Nov. 25. Correspondence preferred in Spanish. Bidder must be legally represented in Chile. Direccion General de Obras Publicas (Office of Public Works), Direccion de Aeropuertos, calle Morande 71, 3°. piso, Santiago.★ (Telephone: 202-WO 7-2939).

● **GREECE**—Supply of 4 current meters type Ekam for measuring velocity and direction of currents at any sea depths. Tender No. 51503/65, bid deadline Nov. 24. Ministry of National Defense (G.H.N.S.) 2, Paparigopoulou St., Athens.★ (Telephone: 202-WO 7-2939).

● **INDIA**—Supply 6 universal theodolites T-2 and accessories. Tender No. 961/BPO/PR/1-247/3222, bid deadline Nov. 22. Chief Purchase Officer, Beas Purchase Organization, Talwara Township, Punjab.★ (Telephone: 202-WO 7-2939).

PAKISTAN—Mathematical instrument sets including compasses, dividers, rulers, slide rules for schools and colleges. Book Center (importing distributor), 49 The Mall, Lahore, West. WTD 10/22/65.

PERU—Soil analysis laboratory, with additional capability of petiole examination, for cotton producer; request replies in Spanish. Calixto Romero S.A. (importer, retailer, exporter, wholesaler, manufacturer), Calle Arequipa 802, Piura. WTD 3/29/65.

382 Instruments for measuring, controlling, indicating physical characteristics

BRAZIL—Hydrological instruments and apparatus in general; wholesaler desires to act as an exclusive representative. Direct purchase and agency. Imac S.A. Instrumentos e Maquinas, Rua Leandro Martins 20, 6° andar, salas 604/605, Rio de Janeiro ZC-05, Estado da Guanabara. WTD 6/21/65.

FRANCE—Instruments for controlling fluid flow, level, etc. Direct purchase and agency. Dufour Pere & Fils & Cie. (manufacturer, importer, dealer), 11 bis Rue Aspirant Dargent, Levallois-Perret (Seine). WTD 4/14/65.

383 Optical instruments

BRAZIL—Specialized optical instruments and apparatus for meteorology and oceanography; wholesaler desires to act as an exclusive representative. Direct purchase and agency. Imac S.A. Instrumentos e Maquinas, Rua Leandro Martins 20, 6° andar, salas 604/605, Rio de Janeiro ZC-05, Estado da Guanabara. WTD 6/21/65.

384 Surgical, medical, dental instruments, safety devices

FRANCE—Surgical and medical instruments and apparatus; orthopedic, prosthetic, surgical appliances and supplies. Requests replies in French. Etablissements Climo, 40 Rue Thomassin, Lyon 2 (Rhone). WTD 7/27/65.

SPAIN—All types of personal safety devices, including first-aid kits, helmets and shields, hoods, life vests and jackets, machinery guards, masks, pressure belts, shoes, boots, eyeglasses, screens; leather and rubber aprons, special suits for workers in chemical industry, gloves. Direct purchase and exclusive agency. Ferrox (Francisco J. Fernandez De Rojas Alaminos) (wholesaler, retailer), Sanchez Barcaiztegui 37, Madrid (7). WTD 8/13/65.

386 Photographic equipment

SWITZERLAND—Photocopying equipment. Direct purchase and agency. Replix AG (importer, retailer, manufacturers' representative), Fabrikstrasse 45, 8023 Zurich. WTD 9/23/65.

● **TURKEY**—Supply of X-ray films, 24,212 rolls and 1,100 boxes, 70 mm x 30 m and 70 mm x 3 m, rolls, and 100 m x 100 mm packs. Bid deadline Nov. 22. Kizilay Genel Mudurlugu (Red Crescent Association), Ankara. English translation of terms and specifications available for $8.50 per copy from Modern Tercume Burosu, 20/7 Menekse Sokak, Kizilay, Ankara.★ (Telephone: 202-WO 7-2939).

387 Watches, clocks, parts

FINLAND—Watches, clocks, related items; requests full details, prices, terms; direct purchase or agency. Kaukomarkkinat Oy (wholesaler, importer, sales agent), Watch & Jewelry Dept., Fabianinkatu 9-11, Helsinki. WTD 4/26/65.

391 Jewelry, silverware, plated ware

FINLAND—Sterling silver charms. Requests descriptive literature, full details. Oy A. Tillander (importer, wholesaler, retailer), Aleksanterinkatu 48, Helsinki. WTD 10/26/65.

394 Toys, amusement, sporting goods

FRANCE—Stuffed toy animals; rayon plush toys; mechanical toys; direct purchase and agency. Compagnie de Repartition d'Achats et de Commissions (importer, wholesaler, retailer, agent), 43 Rue Anatole France, Le Havre, Seine-Maritime. WTD 10/7/65.

Indoor game sets; toys. Fishing tackle: hooks, rods, reels. Direct purchase and agency. Decolux (manufacturer, importer), 43 Rue de Cambronne, Paris 15. WTD 7/28/65.

PERU—Toys, gift items, all kinds. Importadora Libertad S.A. (importer ,retailer, wholesaler), Casilla 472, Trujillo. WTD in preparation.

SWITZERLAND—Swimming pools, prefabricated; accessories for swimming pools. Direct purchase and agency. Giovanni Renggli (wholesaler, installation firm), Via R. Manzoni 9, 6900 Cassarate. WTD 9/23/65.

396 Costume jewelry, novelties, buttons, notions

FRANCE—Slide and snap fasteners, pins, safety pins, eyelets, hooks and eyes; direct purchase and agency. Societe Francaise des Etablissements Peco (importer), 96 Faubourg St. Martin, Paris 10. WTD 10/23/64.

399 Manufacturing industries

FRANCE—Tapes for measuring; direct purchase and agency. Societe Francaise des Etablissements Peco (importer), 96 Faubourg St. Martin, Paris 10. WTD 10/23/64.

SWITZERLAND—Signs, bulb and luminous tubing. Stauber Industrie-Vertretungen (importer), Postfach 19, 8803 Rueschlikon. WTD 9/15/65.

Tender for vehicle equipment open to NATO-certified bids

A tender has been issued by NORTHAG/TWOTAF for 265 pick axes, 265 "GS" spades, 75 tow ropes (vehicles 1 ton and under), 190 tow bars (vehicles 1½ tons and upwards), and 265 foot pumps.

Bid deadline is Nov. 21.

U.S. firms, eligible to participate in NATO International Competitive Bidding, may write or call the Department of Commerce's Trade Opportunities Staff, BDSA-6192, Washington, D.C. 20230, telephone: 202-WO 7-4674, for a copy of the bid invitation and instructions.

Firms not certified eligible may write or call the Staff for a copy of the brochure, "Doing Business With NATO", which explains certification procedures and requirements.

UAR requests bids on one mobile limestone crusher

The UAR's Egyptian General Organization for Desert Reclamation is requesting bids on one mobile limestone crusher with diesel engine and spare parts, crushing capacity 22 tons per 8 hours, average size of limestone is 5 to 20 mm., equipment to have suitable screen and conveyor system. There is no bid deadline.

Bids should be submitted to The Egyptian General Organization for Desert Reclamation, 70 Gomhouria St., Cairo, U.A.R., with copies mailed to the Embassy of the United Arab Republic, Commercial Office, 2215 Wyoming Ave. NW., Washington, D.C. 20008.

SHAPE seeks complete antenna maintenance vehicle with spares

The Supreme Headquarters Allied Powers Europe (SHAPE) has issued invitation to bid No. 65-24 for one complete antenna maintenance vehicle with spare parts.

Bid deadline is Dec. 20.

A copy of the invitation which contains conditions, specifications and instructions on bidding, is available on loan to U.S. firms from the Department of Commerce, Trade Opportunities Staff, BDSA-6192, Washington, D.C. 20230.

Geological survey bids invited by Libyan Board

Bids for a geological survey of the Jebel Fezzan and Zetia, Libya, are invited by the Central Tenders Board, Ministry of Finance, Sharia Shatt, Tripoli.

Bid deadline is Dec. 6.

Terms and specifications are obtainable at the offices of the Ministry of Industry, Tripoli, on payment of a fee of £ 50 ($140). A guarantee of 1% of the tender value must accompany the bid, and the successful bidder will pay a deposit of 10% of the cost of the tender.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

International Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

220 Textile mill products

IRAQ—Cotton piece goods for dresses and shirts; rayon and woolen piece goods. Akad Trading & Commission Bureau (commission agent), 20 GH 21/12, New Hamidiyah Market, Masbagha, Baghdad. WTD 10/23/65.

221 Broad woven fabric mills, cotton

FRANCE—Cotton fabrics, plain and printed, for shirts, robes. Regis Holley (sales agent), 19 Rue des Deserts, Argenteuil (S. & O.). WTD 6/11/65.

Cotton bed sheets. Georges Bourgeon (sales agent), 101 Rue La Boetie, Paris 8. WTD 7/28/65.

Cotton printed fabrics; shirting fabrics. Requests replies in French. Societe Europe Expansion Commerciale "Eureco" (agent), 40 Rue du Fbg Montmartre, Paris 9e. WTD 10/19/65.

UGANDA—Cotton and spun rayon fabrics. Requests quotations in £ Sterling, cif, commission 5%, Mombasa, Kenya. Mr. R. S. F. Lobo (indent agent), P.O. Box 2756, Kampala. WTD 9/28/65.

222 Broad woven fabric mills, manmade fiber, silk

FRANCE—Rayon printed fabrics; shirting fabrics, manmade fibers and silk. Requests replies in French. Societe Europe Expansion Commerciale "Eureco" (agent), 40 Rue du Fbg Montmartre, Paris 9e. WTD 10/19/65.

UGANDA—Terylene, manmade fiber fabrics suitable for clothing. Requests quotations in £ Sterling, cif, commission 5%, Mombasa, Kenya. Mr. R. S. F. Lobo (indent agent), P.O. Box 2756, Kampala. WTD 9/28/65.

223 Broad woven fabric mills, wool

FRANCE—Woolen fabrics, plain and printed, for men's pants. Regis Holley (sales agent), 19 Rue des Deserts, Argenteuil (S. & O.). WTD 6/11/65.

UGANDA—Woolen and worsted fabrics suitable for clothing. Requests quotations in £ Sterling, cif, commission 5%, Mombasa, Kenya. Mr. R. S. F. Lobo (indent agent), P.O. Box 2756, Kampala. WTD 9/28/65.

225 Knitting mills

FRANCE—Men's shirts, outerwear: tennis, T, basque, polo, sweat and sport, made in knitting mills. Men's undershirts. Requests replies in French. Societe Europe Expansion Commerciale "Eureco" (agent), 40 Rue du Fbg Montmartre, Paris 9e. WTD 10/19/65.

229 Textile goods

FRANCE—Plastic fabrics for clothing. Requests replies in French. Societe Europe Expansion Commerciale "Eureco" (agent), 40 Rue du Fbg Montmartre, Paris 9e. WTD 10/19/65.

VENEZUELA—Oilcloth for household use; requests replies in Spanish. M. Alevy (sales agent), Aptdo. 2123, Caracas. WTD 10/26/65.

232 Men's, youths', boys' furnishings

FRANCE—Men's shirts. Requests replies in French. Societe Europe Expansion Commerciale "Eureco" (agent), 40 Rue du Fbg Montmartre, Paris 9e. WTD 10/19/65.

UGANDA—Men's youths', boys' clothing, all kinds. Requests quotations in £ Sterling, cif, commission 5%, Mombasa, Kenya. Mr. R. S. F. Lobo (indent agent), P.O. Box 2756, Kampala. WTD 9/28/65.

233 Women's, misses', juniors' outerwear

UGANDA—Women's, misses', juniors' outerwear, all types. Requests quotations in £ sterling, cif, commission 5%, Mombasa, Kenya. Mr. R. S. F. Lobo (indent agent), P.O. Box 2756, Kampala. WTD 9/28/65.

236 Girls, children's, infants' outerwear

FRANCE—Blue-jeans for teen-agers. Regis Holley (sales agent), 19 Rue des Deserts, Argentueil (S. & O.). WTD 6/11/65.

238 Apparel, accessories

FRANCE—Handkerchiefs. Georges Bourgeon (sales agent), 101 Rue La Boetie, Paris 8. WTD 7/28/65.

239 Fabricated textile products

FRANCE—Cotton pillow cases, fancy cradle sheets. Georges Bourgeon (sales agent), 101 Rue La Boetie, Paris 8. WTD 7/28/65.

277 Greeting card manufacturing

PHILIPPINES—Quality greeting cards. Mr. N. A. Anderson, Manager, Merchandising Dept., Warner, Barnes & Co., Ltd. (importer, wholesaler, indenter), Hongkong Bank Bldg., Juan Luna St., Box 294, Manila. WTD 7/11/64.

282 Synthetic materials

PAKISTAN—Polyethylene and polystyrene. Importer and indent agent requests quotations c&f Karachi. Jeyemby Dye Pigment Corp., Div. of Jeyemby Combine, P.O. Box 4646, 62 Motan Bldg., Bunder Rd., Karachi 2. WTD 10/22/64.

Polyethylene, low density. Importer requests quotations c&f Karachi. Shezan Trading Co., P.O. Box 5234, G/2 Nensi Gopali Trust Bldg., Kutchi Gali No. 2, Marriot Rd., Karachi 2. WTD 2/16/65.

283 Drugs

FRANCE—Botanical drugs and herbs. Societe Georges Sicard & Cie (importer, dealer, commission merchant), 67 Cours Pierre-Puget, Marseille 6e (B du R). WTD 12/7/64.

284 Soap, detergents, cleaning preparations, perfumes, cosmetics

UGANDA—Cosmetics, all kinds. Requests quotations in £ Sterling, cif, commission 5%, Mombasa, Kenya. Mr. R. S. F. Lobo (indent

agent), P.O. Box 2756, Kampala. WTD 9/28/65.

285 Paints, lacquers, enamels

AUSTRALIA—Fire-resistant paints for all applications. Rezal Fire Protection Engineering Pty. Ltd. (importer, exporter, retailer, manufacturer), 99 Rookwood Rd., Yagoona, Sydney, NSW. WTD 10/6/64.

307 Plastic products

BRAZIL—Plastic tapes for street marking. Granco—Importacao Exportacao e Representacoes Ltda. (agent), Avenida Rio Branco 156, 18° andar, sala 1838, Rio de Janiero ZC-21, Estado da Guanabara. WTD 10/28/65.

316 Luggage

VENEZUELA—Air travel plastic suitcases; request replies in Spanish. M. Alevy (sales agent), Aptdo. 2123, Caracas. WTD 10/26/65.

331 Steel mill products

VENEZUELA—Steel tubing in general. Agency for all Venezuela. Von Schuckmann & Cia., S.A. "Industrial Esco" (sales agent), Aptdo. del Este 4199, Caracas. WTD 10/1/65.

332 Iron, steel foundries

VENEZUELA—Cast iron pipes and fittings. Agency for all Venezuela. Von Schuckmann & Cia., S.A. "Industrial Esco" (sales agent), Aptdo. del Este 4199, Caracas. WTD 10/1/65.

342 Cutlery, hand tools, general hardware

VENEZUELA—Furniture hardware in general. Agency for all Venezuela. Von Schuckmann & Cia. "Industrial Esco" (sales agent), Aptdo. del Este 4199, Caracas. WTD 10/1/65.

349 Fabricated metal products

VENEZUELA—Metal ironing boards; requests replies in Spanish. M. Alevy (sales agent), Aptdo. 2123, Caracas. WTD 10/26/65.

352 Farm machinery

PAKISTAN—Field cultivators; harvesters and harvesting machinery; tillers. Importer and indent agent requests quotations c&f Karachi. Seedson, Jehangir Mansion, Near Thattai Compound, Bunder Rd., Karachi. WTD 12/3/64.

Tandem disc cultivators, 2-3 row cultivators, cane tillers. Importer and indent agent requests catalogs, quotations c&f Karachi. Engineering & Trading Corp. (Pakistan) Ltd., 513 Qamar House, Bunder Rd., Karachi 2. WTD 1/20/65.

Sprayers, hand and power, agriculture. Importer and manufacturers' agent requests quotations c&f Karachi. Sungreen & Co. Ltd., Green House, McLeod Rd., Karachi. WTD 10/23/64.

353 Construction, mining, materials handling machinery, equipment

FRANCE—Small hydraulic loader (similar to the "Erickson" loader) with hydraulically driven wheels, but with clam-type bucket. Intermat (importer, sales agent), 16 Rue Martel, Paris 10. WTD 4/17/64.

PAKISTAN—Power cranes, draglines, shovels. Road rollers, 2 and 3 wheel, 8 tons and over. Requests catalogs, quotations c&f Karachi. Sungreen & Co., Ltd. (importer, manufacturers' agent), Green House, McLeod Rd., Karachi. WTD 10/23/64.

Power cranes, draglines, shovels. Requests quotations c&f Karachi. Sir E. H. Jaffer & Sons Ltd. (manufacturers' agent, importer), Jaffer Chambers, 28 Victoria Rd., Karachi 3. WTD 10/14/64.

354 Metalworking machinery

FRANCE—Hydraulic hammers; medium price range; type and quantity to be determined through correspondence. Intermat (importer, sales agent), 16 Rue Martel, Paris 10. WTD 4/17/65.

PAKISTAN—Lathes, grinding machines. Requests catalogs, quotations c&f Karachi. Sungreen & Co., Ltd. (importer, manufacturers' agent), Green House, McLeod Rd., Karachi. WTD 10/23/64.

355 Special industry machinery

FINLAND—Equipment for paper processing industry; e.g., cutters, paper reels, valves, other auxiliary equipment. Requests full details, prices, terms. Oy Runeberg Teknillinen Toimisto (sales agent), Bulevardi 14, Helsinki. WTD 10/26/65.

PAKISTAN—Engraving machine, pedestal 14" longitudinal x 6" vertical x 6" cross traverse. Importer and manufacturers' agent requests quotations c&f Karachi. Alam Ltd., Bank House No. 1, Habib Square, Bunder Rd., Karachi. WTD 12/21/64.

SOUTH AFRICA—Processing equipment for food, beverage, confectionery, pharmaceutical, chemical, cosmetic industries. W. H. Rosenmeyer & Co. (Pty) Ltd. (manufacturers' representative), P.O. Box 23595, Joubert Park, Johannesburg. WTD 10/22/65.

TURKEY—Industrial and automotive ball bearings. Oguz Yataganli, Rulman Is Ticaret (importer, wholesaler, retailer), Fevzi Pasa Bul. 1364 Sok. 10/A, Izmir. WTD 10/6/64.

358 Service industry machines

PAKISTAN—Air conditioners, central station, self-contained. Requests catalogs, quotations c&f Karachi. Sungreen & Co. Ltd. (importer, manufacturers' agent), Green House, McLeod Rd., Karachi. WTD 10/23/64.

PHILIPPINES—Evaporator type car coolers. Mr. Ricardo B. Ocampo, Proprietor, Cardinal Trading (importer, wholesaler, indenter), 209 V. de Villa Bldg., 1153 M.H. del Pilar, Ermita, Manila. WTD 9/16/65.

362 Electrical industrial apparatus

FRANCE—Research electromagnets. Bureau de Liaison (agent), 113 Rue de l'Universite, Paris 7e. WTD 11/23/64.

PAKISTAN—Generators, alternating current, 2,000 Kw. and over. Requests catalogs, quotations c&f Karachi. Sir E. H. Jaffer & Sons Ltd. (importer, manufacturers' agent), Jaffer Chambers, 28 Victoria Rd., Karachi 3. WTD 10/14/64.

Generators, alternating current; 2,000 Kw. and over. Importer and manufacturers' agent requests quotations c&f Karachi. Sungreen & Co., Ltd., Green House, McLeod Rd., Karachi. WTD 10/23/64.

365 Radio, television receiving sets

PHILIPPINES—Stereo, electronic, and parts. Mr. N. A. Anderson, Manager, Merchandising Dept., Warner, Barnes & Co., Ltd. (importer, wholesaler, indenter), Hongkong Bank Bldg., Juan Luna St., Box 294, Manila. WTD 7/11/64.

UGANDA—Home transistor radio sets, table and portable. Requests quotations in £ Sterling, cif, commission 5%, Mombasa, Kenya. Mr. R. S. F. Lobo (indent agent), P.O. Box 2756, Kampala. WTD 9/28/65.

366 Communication equipment

ENGLAND—Marine and industrial communication equipment. Clifford & Snell Ltd. (manufacturer), 32 Carshalton Rd., Sutton, Surrey. WTD 10/26/65.

PAKISTAN—Transmitters, receivers, radio, microwave. Importer and indent agent requests quotations c&f Karachi. Seedson, Jehangir Mansion, Near Thattai Compound, Bunder Rd., Karachi. WTD 12/3/64.

Transmitters, receivers, radio, microwave. Importer and manufacturers' agent requests catalogs, quotations c&f Karachi. Sungreen & Company, Ltd., Green House, McLeod Rd., Karachi. WTD 10/23/64.

382 Instruments for measuring, controlling, indicating physical characteristics

ENGLAND—Nucleonic test instrumentation. Clifford & Snell Ltd. (manufacturer), 32 Carshalton Rd., Sutton, Surrey. WTD 10/26/65.

GERMANY—Precision measuring instruments for mechanical and optical measuring processes for length, angle and surface measuring in metalworking industry. Ingenieurbuero fuer Messtechnik, Reinhold Kurz VDI (wholesaler, manufacturers' agent), 7 Stuttgart-W, Klopstockstr. 48. WTD 9/30/65.

Mechanical, electric and electronic measuring instruments for metalworking industry for length, angle, surface and internal structure measuring processes, including such instruments with X-ray and optical devices. Heiner Spleiss, Ingenieurbuero (manufacturers' agent), 7 Stuttgart-Degerloch, Reutlinger Strasse 133. WTD 9/30/65.

384 Surgical, medical, dental instruments

BRAZIL—Surgical instruments and apparatus in general. Granco—Importacao Exportacao e Representacoes Ltda. (agent), Avenida Rio Branco 156, 18° andar, sala 1838, Rio de Janeiro ZC-21, Estado da Guanabara. WTD 10/28/65.

394 Toys, amusement, sporting goods

VENEZUELA—Fishing tackle, diving equipment, sporting goods in general, inflatable fishing boats; requests replies in Spanish. M. Alevy (sales agent), Aptdo. 2123, Caracas. WTD 10/26/65.

539 General merchandise stores

UGANDA—Used outerwear of all kinds for women, misses, juniors. Used clothing of all kinds for men, youths, boys. Requests quotations in £ Sterling, cif, commission 5%, Mombasa, Kenya. Mr. R. S. F. Lobo (indent agent), P.O. Box 2756, Kampala. WTD 9/28/65.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

Leads for Importers

Commodities are offered direct unless specified.

203 Canning, preserving foods

BRAZIL—Heart of palm, packed in cans; exporter desires to contact distributors or well-established agents. Brasvit Comercio Importacao e Exportacao Ltda., Caixa Postal 1278 ZC-00, Rua Francisco Serrador 90, 3° andar, grupo 301, Rio de Janeiro ZC-06, Estado da Guanabara. WTD 6/22/65.

207 Confectionery

HONDURAS—Manufacturer of unwrapped hard and filled candies, wrapped flat and round lollipops, wishes to export to the United States. Fabrica de Dulces Venus, Attn.: Mr. Jorge Abudoj, General Manager, Aptdo. Postal 500, Tegucigalpa. WTD 2/2/65.

242 Sawmills, planing mills

BRAZIL—Lumber, hardwood and softwood; sawmills' representative desires to act as a buying agent and shipper to U.S. importers. Emco—Empresa Comercial Industrial de Representacoes Ltda., Caixa Postal 4137 ZC-05, Rua da Assembleia 11, 3° andar, sala 302, Rio de Janeiro, ZC-21, Estado de Guanabara. WTD 4/13/65.

Parana pine wood, logs and boards; sawmill desires to contact wholesalers or well-established agents. Madeireira Thomasi S.A., Caixa Postal 2005, Rua Quinze de Novembro 270, 9° andar, conjunto 910/911, Curitiba, Estado do Parana. WTD 10/20/65.

251 Household furniture

BRAZIL—High quality household furniture of Brazilian rosewood; frames only or upholstered with cotton fabrics or leather; also semi-finished frames. Direct sale or through well-established agents. Emco—Empresa Comercial, Industrial de Representacoes Ltda., Caixa Postal 4137 ZC-05, Rua da Assembleia 11, 3° andar, sala 302, Rio de Janeiro ZC-21, Estado da Guanabara. WTD 4/13/65.

265 Paperboard containers, boxes

FRANCE—Soda and drinking straws, paraffined paper, packed in boxes of 500 each. Wholesale exportation in lots of 10,000 straws minimum, direct or through agents. Etablissements H. Torte & Cie. (Le Materiel Hotelier) (dealers), 29 Rue Charles-Floquet, 64 Bayonne, Basses-Pyrenees. WTD 10/25/65.

287 Agricultural chemicals

FRANCE—Organic garden fertilizers. Seeks a sales representative in the U.S. Leon Derome "Le Fertiligene" (manufacturer), Rue de la Gare, Bavay (Nord). WTD 8/9/65.

302 Rubber footwear

FRANCE—Men's and women's molded rubber boots, ankle boots, half boots, galoshes, related footwear, for sports, farm work, other uses. Wholesale exportation direct or through agents. Descriptive leaflets available on loan from Trade Opportunities Staff, BDSA-6192, Rm. 4203, U.S. Department of Commerce, Washington, D.C. 20230. Baudou, S.A.R.L. (manufacturer), Les Eglisottes, Gironde. WTD 10/22/65.

311 Leather tanning, finishing

FRANCE—Hand-plaited leather (Indian goat skin), in rolls, each 12 meters long, .6 meter wide. Hand-braided artificial raffia, in rolls, available in different colors. Good materials for utilization by manufacturers of summer shoes, including huarache style footwear for men and women. Wholesale exportation, preferably through direct sale. Samples of materials available on loan from Trade Opportunities Staff, BDSA-6192, U.S. Department of Commerce, Washington, D.C. 20230. Doukanitch-Thibault (manufacturer), Rue Saint-Pierre, 86 Civray, Vienne. WTD 10/27/65.

394 Toys, amusement, sporting

FRANCE—Snow skis, metallo-plastic, light weight, fine quality. Small boats (sail, outboard motor, rowboats), polyester hulls, for pleasure and sports. Direct sale or through agents. Descriptive leaflets, in French, available on loan from Trade Opportunities Staff, BDSA-6192, Rm. 4203, U.S. Department of Commerce, Washington, D.C. 20230. Baudou, S.A.R.L. (manufacturer), Les Eglisottes, Gironde. WTD 10/22/65.

Future Construction

AUSTRALIA (1£ = $2.24)—The ruling Liberal Party in the State of Victoria has approved for submission to the State Parliament a bill providing for the construction of a new £11 million (nearly $25 million) **bridge across the Yarra River** to replace the obsolete Williamstown ferry. Total cost of the project, including approach roads, is estimated at £15 million (nearly $34 million). The bridge will carry six lanes of traffic, will be 170 feet above the Yarra River, and will have a span of 1,000 feet.

Under the proposed legislation, a Lower Yarra Crossing Authority will be set up to build and operate the bridge on a non-profit basis. It will have the right to charge a toll until the cost is paid off. The bridge then will become Crown property. Supervision of construction and maintenance will probably be vested with the Melbourne & Metropolitan Board of Works, a State government department, located at 110 Spencer St., Melbourne, Victoria.

The bill is expected to go before the State Parliament within a few weeks. Design work will take about 18 months and it will be about 6 months after that before work can commence. It is anticipated that the actual construction will then take about four years.

ITALY—The Cantieri Navali Riuniti of Palermo signed a contract with SNAM, subsidiary of E.N.I. (State controlled hydrocarbon Agency) for the **construction of two 80,000 ton tankers.** The construction will take two and one half years and will cost about Lire 11 billion ($17.6 million).

Main characteristics of the vessels are: Overall length, 280 meters; overall width, 37.5 meters; engine, Fiat Diesel 21,000 hp.; speed with full load, 16.8 knots.

Each vessel will be air conditioned and equipped with up-to-date equipment. This important order had been held up for sometime because of lack of funds. According to one of the Cantieri directors, ENI has now obtained these funds through the floatation of bonds.

The director has also stated that the Cantieri will now seek to obtain all machinery, equipment and materials needed before starting work. This might provide **opportunities for U.S. export trade, particularly for the electronic equipment** required by these modern vessels.

Interested U.S. firms should contact the Cantieri Navali Riuniti, Via Cipro 11, Genoa, which is responsible for procurement of all equipment and materials needed by the Palermo Shipyards.

KOREA—A technical assistance agreement entered into recently between the U.S. and the Government of Korea, calls for a **comprehensive survey of the development potential of the Han River Basin,** concentrating upon water resources availability for rural and urban areas, flood control and the navigation and hydroelectric potentials of the Han River.

Reportedly, the U.S. will provide, in the form of direct grant assistance, engineering services, including a 10-man survey team, supplies and equipment needed to carry out the survey, which is to be completed by 1971. Earlier this year, a preliminary study of the river basin was requested of, and subsequently conducted by, engineers from the U.S. Department of Interior. The U.S. will make available $1,750,000, and the Korean Government will pay the remaining $470,000 costs of the survey.

MEXICO—The Directorate General of Telecommunications of the Secretariat of Communications & Transport has announced a **five year program to improve and expand Mexican telecommunications facilities** at a cost of $139,120,000. The Directorate General is now receiving bids on all phases of the program and expects to let the first contracts this month.

The Director General of Telecommunications, Ing. Jorge Suarez Diaz, has broken the program down into 13 categories with the following dollar cost estimates:

Micro-wave and coaxial cable, $72 million;

Rural telephones (to be financed by the Government), $44.8 million;

Aeronautical radio and navigational systems, $7.2 million;

Weather station expansion, $4 million;

Telex facilities, $2,880,000;

Multiplex carrier current facilities (for telephone & telegraph), $2 million;

Frequency monitoring and power verification systems, $1,840,000;

International radio and telegraph facilities (not land-line), $1,280,000;

Federal District Network (linking telegraph, TV and other centrals in D.F.), $1,040,000;

Maritime navigational systems, $800,000;

Radio electric stations (for telephone service to remote areas not served by open wire or microwave), $800,000;

Government of Mexico Private telephone lines, $240,000; and

Miscellaneous, $240,000.

The Mexican Government has not issued a public invitation to bid on any of the projects

included in this program, and detailed specifications are not available. Interested firms may, however, communicate directly with the Secretaria de Communicaciones y Transportes, Avenida Universidad y Xola, Mexico D.F., for more details.

It is estimated that between 30% and 40% of the materials and equipment to be procured under this long-range program will be of Mexican manufacture or assembly.

PHILIPPINES—President Macapal has approved the transfer of 31.54 hectares of coastal land to Iligan City for the development of a **port facility to handle ocean-going and inter-island vessels.** The port is to be equipped with warehouses and modern cargo-handling facilities. The project has been endorsed by the Program Implementation Agency (PIA) and will be financed by the Government's National Investment and Development Corporation and Iligan City.

QATAR—The British consulting firm, Sir Pooley & Sons, Ltd., of London, reportedly has issued invitations to 10 unidentified international firms to bid on the construction of a **cement plant.** It is known, however, that no U.S. firms were included. The list of invited firms will be available soon and will be published in this column in a forthcoming issue.

SYRIA—According to Syrian press reports, the Government plans to construct a **nuclear reactor** in 1966. Plans for training experts are also to be developed. No further information is available at this time.

Significant Awards

AUSTRALIA—The British Electric Co. of Australia Ltd. has won a contract valued at $35,840,000 for building the Liddell power station near Singleton, NSW. The contract was let by the State Electricity Commission.

Subcontracts for a condensing and feed-heating plant (estimated cost about $17,920,000) have yet to be awarded. The company will have the responsibility for these and will build four reheat steam turbo-alternators with a total output of 2000 megawatts. The electricity generated will be supplied to the Newcastle-Sydney-Wollongong areas. The first 500-megawatt generator is scheduled to be commissioned in 1970 and the fourth by 1973.

CANADA—A contract with Halifax Shipyards Ltd. for construction of four large trawlers at a total cost of more than C$3 million (1C$ = $0.925) was announced recently by R. G. Smith, president of National Sea Products Ltd. and Ocean Fishers Ltd.

SAUDI ARABIA—The Ministry of Agriculture has awarded the contract for Area V water and agricultural resources study to the French firm SOGREAH. According to Saudi press reports in Jidda, the contract is valued at about $2 million.

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated.

BELGIUM—Roger De Smedt, Chief of Electrical Dept., International Brake & Rectifier Co., S.A., 6 Rue des Anciens Etangs, Brussels 19, **interested in importing all products connected with braking, suspension, axles for railroad cars, heavy duty trucks and trailers, road signalling, and in licensing arrangements or joint ventures for the manufacture of these products in Belgium.** Nov. 10 via New York for 3-4 weeks. c/o Admiral Smith, President, Westinghouse Air Brake Co., Wabco, 3 Gateway Center, Pittsburgh 22, Pa. Itinerary: New York City, Pennsylvania State. WTD in preparation.

GERMANY—Horst Schweisfurth, representing Horst Schweisfurth K.G., 38 Melies Alles, 4 Duesseldorf-Benrath, **interested in contacting U.S. manufacturers of conveying equipment, machinery for loading stacking pallets, and data processing equipment for warehouse facilities.** Nov. 23 via New York for 2 weeks. c/o Hotel Holiday Inn, 440 W. 57th St., New York, N.Y. 10019. Itinerary: New York, Washington, Chicago. WTD 7/7/65.

ITALY—Armando Moni and Carlo Muzzio, C.P.S., Cascamificio Pezzamificio Salese, Castellaro di Sala Baganza, Parma, **interested in importing rags from the United States.** Nov. 4 via New York for 2 weeks. c/o Italian Consulate General, 666 5th Ave., New York, N.Y. Itinerary: New York. WTD in preparation.

LEBANON—Miss Josette Mohbat, Globe Tours, S.A.L., 58 Phoenicia St., Beirut, **interested in contacting travel agencies handling travel business between the United States and the Middle East.** Nov. 16 for undetermined period of time. c/o Assad Al-Mokaddem, Lebanese Consulate General, New York, N.Y. Itinerary: Chicago, San Francisco, Los Angles. WTD 10/28/65.

MOROCCO—Maurice Chokron, Manufacture d'Articles de Voyage Marvo, 55 Rue de Strasbourg, Casablanca, **interested in the manufacturing of suitcases and the materials used.** Via New York for 15-30 days. c/o Consulate General of Morocco, 757 3rd Ave., New York, N.Y. Itinerary: New York, Chicago, Detroit, Denver. WTD in preparation.

NETHERLANDS—Ir. H. Stam, Elliott Automation Nederland, N.V., 14 Wagenstraat, The Hague, **interested in purchasing machinery for popping corn and packaging machinery to be installed in plants to be built by the firm.** Oct. 29 via New York for 1-3 weeks. c/o Sheraton Hotel, 505 N. Michigan Ave., Chicago, Ill. Itinerary: Chicago; Indianapolis; Muncie; Des Moines; Kansas City; St. Louis; Kewaskum and Manitowoc, Wisconsin. WTD in preparation.

SOUTH AFRICA—Barney Roy, Managing Director. African Clothing Factory (Ensign) Ltd., Hyde St., P.O. Box 1098, Cape Town, **interested in purchasing plastic impregnating machinery.** Nov. 2 via New York for 3 weeks. c/o J. A. Ewing & McDonald, 51 Madison Ave., New York, N.Y. Itinerary: New York, Chicago, Los Angeles. WTD 8/17/65.

SPAIN—Sam Benalal, Zoppas Iberica, S.A., Plaza Calvo Sotelo 8 and 9, Barcelona 11, **interested in establishing new agencies for household electrical appliances, such as stoves, refrigerators, washing machines, toasters, irons.** Nov. 6 via New York for 3 months. c/o The Waldorf Astoria, Park Ave. & 50th St., New York, N.Y. 10022. Itinerary: New York, Chicago, San Francisco, others to be determined. WTD 4/7/65.

New Trade Lists

The Bureau of International Commerce has published the following new trade lists of which mimeographed copies may be obtained by firms domiciled in the United States from BIC-8120, Department of Commerce, Washington, D. C., 20230, and from Department of Commerce Field Offices. The price is $1 a list for each country. All are dated October.

Architects, Builders, Contractors and Engineers—Brazil.

Chemicals—Imports and Dealers—Pakistan.

Chemicals—Importers and Dealers—Republic of South Africa.

Electronic Equipment for Home Entertainment, Phonograph Records, and Pre-Recorded Magnetic Tapes—Importers, Dealers and Manufacturers—Lebanon.

Household Appliances—Importers and Dealers—Philippines.

Iron and Steel, Nonferrous Metals and Building Materials—Importers and Dealers—Hong Kong.

Jewelry, Silverware, Timepieces and Giftware—Importers and Dealers—Federal Republic of Germany and West Berlin.

Leather and Shoe Findings—Importers and Dealers—Austria.

Machine Tools, Dies, Other Metalworking Machinery and Industrial Furnaces—Importers and Dealers—Iran.

Machine Tools, Dies, Other Metalworking Machinery and Industrial Furnaces—Importers and Dealers—Peru.

Machinery, Equipment and Supplies, Electrical—Importers and Distributors—Philippines.

Machinery and Equipment, Except Electrical—Importers and Distributors—Philippines.

Petroleum Products—Importers, Dealers, Producers and Refiners—Ecuador.

Printers, Lithographers, Engravers and Publishers—India.

Sporting Goods, Toys and Games—Importers and Dealers—Nicaragua.

Sporting Goods, Toys and Games—Importers and Dealers—Philippines.

New Books and Reports

Common Markets Around the World. **Published by the Bank of America. 90pp. No price listed.**

The guidebook lists 34 markets, trading groups, associations and other economic alliances—some dating back more than 100 years and some still in their formative stages.

The description of each common market or area trade agreement is divided into four parts—history, objectives, organization and development.

Of the economic unions listed in the 90-page booklet, Europe has the largest number (12) as well as the oldest (Rhine River Navigation Convention signed in 1831). The European Economic Community (Common Market) and its associate agreements are outlined in greatest detail. Also described is the economic pact of the communist bloc countries known as Comecon or CEMA (Council for Mutual Economic Assistance).

Trade agreements described in other geographical sections of the booklet include 12 in Africa, three in Latin America, three in the Middle East and four in Southeast Asia.

Countries participating in GATT as well as other widely known trade groups are listed in the appendix.

Write: Any of the bank's California and overseas branches or the Foreign Trade Services Department at San Francisco or Los Angeles headquarters.

World Trade in Transition. **Virginia L. Galbraith. 1965. Public Affairs Press, Washington, D.C. 104 pp. $3.25.**

The author examines three approaches to international trade policy in terms of their basic premises and their means of implementation: The world-wide approach, the regional approach, and the new nationalistic approach.

Write: Public Affairs Press, 419 New Jersey Ave., S.E., Washington, D.C. 20003.

Marketing Handbook. **2d. ed. Albert W. Frey, ed. 1965. The Ronald Press Co., New York. Various paging. $15.**

This comprehensive handbook contains descriptive and analytical information on current marketing practices for all those concerned with the selling and marketing of goods and services. It covers the various aspects of marketing in domestic and foreign markets as well as the relation of these to questions of management responsibility and company organization. The method of presentation combines statements of principle with examples and practical illustrations.

Write: The Ronald Press Co., 15 East 26th St., New York, N.Y. 10010.

New market surveys

The most recent titles in the Business and Defense Administration's (BDSA) Foreign Market Survey series include:

Food Produce in Thailand. 12pp. 10 cents;

Automotive Equipment in Thailand. 8pp. 10 cents;

Self-Service Store and Supermarket Equipment in West Germany. 40pp. 50 cents.

Write: Sales and Distribution Section, U.S. Dept. of Commerce, Washington, D.C. 20230.

Measuring International Price Competitiveness. **Irving B. Kravis, et al. 1965. (Occasional Paper 94) Nat'l Bur. of Economic Research. 37 pp. $1.75.**

This preliminary report on the International Price Comparison Study presents a description of the Bureau's aims and methods in developing improved ways for measuring changes in the price competitiveness of a variegated industrial economy in world trade in manufactured goods.

Write: Columbia Univ. Press, 2960 Broadway, New York, N.Y. 10027.

Crude oil figures

U.S. imports of crude oil, by country of origin, for the years 1957 through 1964 have been compiled in the course of normal statistical activities of the Department of Commerce. The tabulation was prepared from Bureau of the Census data and gives quantities in barrels and values in dollars. These statistics will be provided upon request to the Miscellaneous Metals and Minerals Division, BDSA, Dept. of Commerce, Washington, D.C. 20230.

Lexique U.E.C. Lexicon. **European Union of Accounting, Economic, and Financial Experts (UEC). Published by Verlagsbuchhandlung des Instituts der Wirtschaftspruefer GmbH, Duesseldorf, Germany. 2 vol. 622 and 779 pp. Price unknown.**

Work on these comprehensive multilingual accounting dictionaries was begun when the UEC was created in 1951. Dealing with terms and definitions most frequently used in accounting practice, these dictionaries include brief definitions explaining the meaning of the terms selected as well as the interpretation peculiar to them in different countries. The languages covered in the two volumes are French, German, American English, Spanish, Dutch, Italian, and Portuguese.

The growing complexity of commerce and industry all over the world and the increasing amount of work qualified professional accountants do beyond the frontiers of their own countries, make the appearance of these unique books particularly timely.

Write: Verlagsbuchhandlung des Instituts der Wirtschaftspruefer GmbH, Duesseldorf, Germany

The Protection of Foreign Investment; Six Procedural Studies. **Richard B. Lillich. 1965. Syracuse U. Press. 222 pp. $7.50.**

Based on the thesis that existing measures for protecting American foreign investment are inadequate and inconsistent, this study advocates an expanded, interrelated protection program. Six studies evaluating more promising approaches to the problem are offered. The author's case is built in three parts: protection in municipal courts, protection by government, and protection for the future.

Write: Syracuse Univ. Press, Box 87, University Station, Syracuse, New York 13210.

Social Security in France. **By La Documentation Francaise. Ministere du Travail, Paris. Free.**

The booklet provides a comprehensive but concise description of the French Social Security system, including its organization, various benefits (sickness, maternity, disability, old-age, and family benefits) and the size of contributions.

Write: Press and Information Division of the French Embassy, 972 Fifth Ave., New York, N.Y. 10021.

☆ U. S. GOVERNMENT PRINTING OFFICE: 1966—201-957/18

Calendar *for international traders*

ATLANTA—Nov. 17—2nd Annual Georgia Business Forum "The Outlook for 1966", Dinkler Plaza Hotel. Sponsor: Foundation Life Insurance Co. Speaker: **Alexander B. Trowbridge,** Asst. Secretary for Domestic and International Business.

ATLANTA—Nov. 18—In-Office Export Conference, Field Office. Sponsors: Field Office, Department of Commerce; REEC.

BOSTON—Nov. 27—In-Office Export Workshop, 1 p.m., Field Office. Sponsors: Field Office, Department of Commerce; REEC.

BROOKLYN, N.Y.—Nov. 16—International Marketing-Management Course, 1st of eight weekly sessions, Long Island University. Sponsors: Long Island University; Field Office, Department of Commerce; REEC.

CEDAR RAPIDS, IOWA—Nov. 16—Foreign Trade Bureau of Chamber of Commerce, meeting, 6 p.m., Roosevelt Hotel.

CHICAGO—Nov. 23—Illinois Manufacturers Assn. Seminar, Pick-Congress Hotel.

CHICAGO—Nov. 16—In-Office Meeting, Field Office.

CINCINNATI—Nov. 17—Export workshop, 10 a.m., Field Office. Sponsor: REEC.

COLUMBIA, S.C.—Nov. 17-18—2nd Annual South Carolina World Trade Conference, (17th) Hotel Jefferson; (18th) Assembly Hall, University of South Carolina. Speakers: Governor Robert E. McNair; Henry G. Sheehy, President, Foreign Credit Insurance Assn. Sponsors: Field Office, Department of Commerce; REEC; College of Business Administration, University of South Carolina.

DALLAS—Nov. 23—In-Office Workshop with Heinrich W. Mirgel, Trade Assistance Specialist, American Embassy, Bonn. Field Office. Sponsors: Field Office, Department of Commerce; REEC.

DAYTON, OHIO—Nov. 19—Export Workshop, 10 a.m., Sheraton-Dayton Hotel. Sponsor: Chamber of Commerce.

FEASTERVILLE, PA.—Nov. 15—Bucks County Forum of International Commerce, monthly meeting, 5:30 p.m., Buck Hotel.

HONOLULU—Nov. 18—REEC Meeting, in conjunction with membership quarterly meeting of Chamber of Commerce, 12 noon, Royal Hawaiian Hotel. Speaker: Senator Daniel K. Inouye.

JACKSONVILLE, FLA.—Nov. 23—In-Office Workshop on Export Expansion, Field Office.

JOLIET, ILL.—Nov. 30—In-Office Meeting, Chamber of Commerce.

KANSAS CITY, MO.—Nov. 17—New Trends for Expanding International Sales, 3rd Annual Export Executive Seminar, University of Missouri. Sponsors: Field Office, Department of Commerce; REEC; International Trade Club; University of Missouri.,

KANSAS CITY, MO.—Nov. 22—In-Office Workshop for New Exporters, Federal Office Bldg. Sponsors: Field Office, Department of Commerce; REEC.

KANSAS CITY, KAN.—Nov. 30—In-Office Workshop for New Exporters, Town House Hotel. Sponsors: Field Office, Department of Commerce; Chamber of Commerce; REEC.

LOS ANGELES—Nov. 16—Export Managers Assn. of Southern California. Speaker: **Paul E. Pauly,** Bureau of International Commerce.

LOS ANGELES—Nov. 18—Export Expansion Seminar, Lockheed Aircraft Installation, Ontario. Sponsors: Field Office, Department of Commerce; San Bernardino County and Riverside County Boards of Trade.

MASON CITY, IOWA—Nov. 18—Export Workshop, 2 p.m., Holiday Inn. Sponsors: Field Office, Department of Commerce; REEC; Chamber of Commerce.

MEMPHIS—Nov. 22—"Trading with Italy" Export Conference, Hotel King Cotton. Sponsors: Mid-South Exporters Roundtable; Field Office, Department of Commerce.

MEMPHIS—Nov. 23—World Trade Club, Hotel Claridge. Speaker: Alberto Cristofanetti, U.S. Embassy, Rome.

MIAMI—Nov. 18—In-Office Export Conference, 10:30 a.m., Field Office. Sponsors: Field Office, Department of Commerce; REEC.

MIAMI—Nov. 23—In-Office Export Conference, 10:30 a.m., Field Office. Sponsors: Field Office, Department of Commerce; REEC.

MINNEAPOLIS—Nov. 16—4th Annual Export Trade Workshop, Federal Bldg. Sponsors: Minnesota World Trade Assn.; Department of Commerce, REEC.

NASHVILLE—Nov. 16—Tennessee Exporters' Forum, Albert Pick Motel.

NASHVILLE, TENN.—Nov. 17—"First Step" Export Workshop, Third National Bank. Sponsors: Third National Bank; Field Office, Department of Commerce.

NEWARK, N.J.—Nov. 18—World Trade Assn. of the Greater Newark Chamber of Commerce, luncheon, Military Park Hotel.

NEW ORLEANS—Nov. 17—REEC Meeting in conjunction with Export Managers' Club Meeting, 12 noon, Monteleone Hotel.

NEW YORK—Nov. 15-17—National Foreign Trade Convention, Waldorf Astoria. Sponsor: National Foreign Trade Council. Speaker: (World Trade Dinner, Nov. 17) **John T. Connor,** Secretary of Commerce.

NEW YORK—Nov. 16—International Executives Assn., monthly luncheon meeting, Hotel Statler Hilton.

NEW YORK—Nov. 18—Overseas Automotive Club, 12 noon, Shelbourne Hotel.

NEW YORK—Nov. 19—FCIB Drug, Chemical & Food Export Club, 6 p.m., Copacabana. Sponsors: Foreign Credit Interchange Bureau.

NEW YORK—Nov. 22-24—American Management Assn. Seminar of Sources and Methods of Financing International Operations, AMA Headquarters.

NEW YORK—Nov. 23—Manufacturing Chemists Assn., annual convention, Waldorf Astoria. Speaker: **John T. Connor,** Secretary of Commerce.

NEW YORK—Nov. 23—In-Office "Profits in Exports" Conference, Field Office. Sponsors: National Assn. of Costume Jewelers, Inc.; Field Office, Department of Commerce.

PITTSBURGH—Nov. 22—Export Seminar for Allegheny County Schools, Field Office. Sponsors: Field Office, Department of Commerce.

SEEKONK, MASS.—Nov. 23—Providence World Trade Club, dinner meeting, Hearthstone Restaurant, Route 44.

ST. LOUIS—Nov. 15—Export Trade Seminar, Institute of Technology. Speaker: **Roy L. Morgan,** Director, Office of Field Services.

ST. LOUIS—Nov. 16—All-Day Conference/Consultation on "Doing Business with Sweden", Field Office. Sponsors: World Trade Club; Chamber of Commerce; REEC.

ST. LOUIS—Nov. 23—In-Office "Show You" Workshop on Export Expansion, Field Office. Sponsors: World Trade Club; Field Office, Department of Commerce; REEC.

THIBODAUX, LA.—Nov. 18—Export Conference, Nicholls State College. Sponsors: Field Office, Department of Commerce; Nicholls State College; REEC.

WASHINGTON—Nov. 19—Household Goods Forwarders Assn., Sheraton Park Hotel. Speaker: **Lawrence A. Fox,** Director, Bureau of International Commerce.

WATERLOO, IOWA—Nov. 17—Export Workshop, 2 p.m., Hotel President. Sponsors: Field Office, Department of Commerce; REEC; Chamber of Commerce.

UNITED STATES
GOVERNMENT PRINTING OFFICE
DIVISION OF PUBLIC DOCUMENTS
WASHINGTON, D.C. 20402

OFFICIAL BUSINESS

POSTAGE AND FEES PAID
U.S. GOVERNMENT PRINTING OFFICE

First-Class Mail

Meet our man in London

Hundreds of U.S. businessmen do each year, to get all kinds of help in a bustling market that imports more goods than any other except our own.

Harold E. Hall, Commercial Counselor on Ambassador Bruce's staff and head of the Commercial Section at the Embassy, talks international trade with businessmen of the U.S., U.K. and the Continent, indoors and out. He *knows* the field, from his assignments in the Department of Commerce and in Australia, India and England since 1944.

And there's no language barrier—he even studied at Oxford.

Can he help you? Let us know, or inquire at any Commerce Field Office.

U.S. DEPARTMENT OF COMMERCE / Bureau of International Commerce